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International Commerce

November 2, 1964

THE PATENT SYSTEM ADDED THE FUEL OF INTEREST TO THE FIRE OF GENIUS - LINCOLN

Business Bulletins *from around the world*

AFGHANISTAN—Surcharge imposed on gasoline sold at Government Monopolies fuel outlets, raising price from 10 cents 11 cents per liter. Added revenue to finance maintenance of country's expanding network of hard-surfaced roads, bridges, tunnels.

AUSTRALIA—Union Oil Development Corp. reports another strike of oil on Alton field about 55 miles southwest of Moonie field in Southern Queensland. New well tested for three hours 10 minutes. During this time oil flowed at daily rate of 1426 barrels. Union Oil, with Kern County Land Co. and Australian Oil and Gas Corp. Ltd., is developer of Moonie, Country's first commercial oil field which now delivers crude oil to Brisbane through 200 mile long pipeline.

BRUNEI—New York firm hired by Government to act as consultant on oil policies. Firm initially to study applications for new concessions here. This development, along with apparent willingness to grant oil concessions to foreign firms other than Shell, further demonstrates that Government wishes to diversify development of its oil resources.

CEYLON—Government nationalizes Port of Galle on southwest tip of Ceylon. Cargo handling, warehousing to be handled by Port (Cargo) Corp. Government plans to divert larger proportion of vessels to Galle, which has accounted for less than 10% of total tonnage handled in Country's ports in recent years.

COLOMBIA—New pineapple processing plant established at Bucaramanga with investment of about $450,000 mainly by local investment organizations. Production of fruit pulp for export, juice for local consumption began in Sept. Plant is capable of processing 50% of 30,000 tons of fruit produced on 1,200 hectares of Lebrija pineapple plantations.

Induaceites, established on island of San Andres with capital of about $120,000 to produce coconut oil. Production of carbon from coconut shells initiated for export to U.S. sold to markets requiring vegetable carbon.

DOMINICAN REPUBLIC—Additional tax imposed on imports of petroleum products at rate of one-half cent per gallon on gasoline, Diesel oil; one cent per gallon on kerosene, bunker oil.

ETHIOPIA—Ethiopian Enterprises Private Co., country's only plywood producer, invests $120,000 for new plant equipment in Jimma. New factory, when operational this month, to be capable of producing 500-800 cubic meters of veneer annually, all to be used at company's plant near Akaki for plywood production.

FRANCE—Little interest currently displayed in U.S. cotton due to availability of less expensive competitive growths.

Larger prune imports to be required this season compared with last year, despite expected increase in 1964 production. U.S. exporters urged to take advantage of opportunities created by increased needs.

INDONESIA—Government arranges to purchase $11.9 million worth of railroad equipment from Soviet Zone of Germany under long-term deferred payment arrangement. Delivery of 117 passenger coaches, 20 diesel locomotives, other rolling stock to be completed by December 1966; repayment to take eight years beginning April 1968. Interest rate is 5%. East Germany to provide training facilities under contract.

IRAN—During a seven-year period ending March 20, 1964, a total of 6,479 tractors, 1,105 agricultural combines reportedly sold throughout country. Annual sales volume rose to high of 1,223 tractors, 168 combines in 1961/62. In subsequent two years, annual sales declined, amounting to 133 tractors, 6 combines in 1963/64.

IRAQ—Crude oil exports amounted to 14,486,777 long tons of total of 15,036,524 long tons produced during 3d quarter 1964. Royalty payments amounted to $96.4 million for quarter; expected to reach $350 million for year.

MALAYSIA—Industrialization in Singapore continues at rapid pace. Foundation recently laid for steel pipe manufacturing company, joint venture between local firms and Japanese capital to manufacture black and galvanized steel pipes for gas water supply, electric wiring, building, furniture, bicycles. Cornerstones also laid for factories to produce foam plastic products, joss paper, bottle crowns, two shipbuilding yards. Small soya, chili sauce factory opened; local industrial engineering firm awarded contract to supply steel pipe making machinery to Hong Kong.

NEPAL—World Bank sending mission to Nepal to conduct survey of transport facilities as first step in formulating coordinated transport investment program for Five-Year Plan beginning July 1965. Main emphasis of study to be on road transport, civil aviation. Bank financing $100,000 foreign currency costs, Nepal to cover local currency costs.

NETHERLANDS—Petroland N.V., Dutch subsidiary of French company, plans to drill for oil in Wieringermeer area in Province of North Holland.

Nederlandse Aardolie Mij. (NAM-50/50 Shell-Esso) tentatively estimates extent of gas reserves at its Middelie (North Holland) exploration area at 10 billion cubic meters.

SWITZERLAND—Bookings for television commercials for 1965 closed Sept. 11. Commercial broadcasts, to average only 12 minutes per day, to start February 1, 1965.

VENEZUELA—Government - owned petrochemical plant (Instituto Venezolano de Petroquimica) announces that facilities for producing chlorine gas, caustic soda, fertilizers to be doubled. Present capacity for "cloro-soda" (chlorine gas, caustic soda) is 30 tons daily for fertilizers, 480 tons daily. Present production said to be 28 tons daily of former, 450 tons of latter. Export sales reportedly over ($444,000 annually of cloro-soda, $2.2 million). Plans also well advanced for production of plastic materials, explosives from petrochemicals.

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the cover

Against a montage of famous patent papers, our artist places a photograph of a section of the facade of the U.S. Department of Commerce building in the nation's capital. Abraham Lincoln's succinct observation on the value of the patent system is as true as ever—but rapidly expanding world trade is giving that system a new dimension. See page 2 for an article about the Patent Office and page 4 for a story on the ways to get property-right protection abroad.

International Commerce

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Patent crisis spurs trade

Exchange of information should speed granting of foreign patents to U.S. firms

By ARTHUR McDERMOTT

Staff Writer

Exploding world trade is overwhelming the world's patent systems, and the greater international cooperation that will probably result will almost certainly benefit U.S. exporters.

"It's amazing how fast the international aspects of this thing have developed," says Horace B. Fay, Jr., Assistant Commissioner of Patents and Director of the newly-formed Office of International Patent and Trademark Affairs, in the U.S. Department of Commerce.

"During the 1950's most of the world's industrial economies completed their recovery from the Second World War, and foreign businessmen began looking beyond their own backyards to the big, rich American market. Today, 22% of all applications for U.S. patents come from abroad, with Japanese firms alone accounting for over 4,000 in 1963. Naturally, we want to get at these increasingly prosperous overseas markets, too.

"Increased penetration of the world market place has been logically accompanied by the need to seek patent protection for products sold abroad. Generally the filing of an application in more than one country means a duplication of search effort by each of the countries involved.

HORACE B. FAY, JR.

"It's amazing how fast the international aspects of this thing have developed"

Since some of our pharmaceutical companies file patent applications on the same product in as many as 50 or 60 countries, it's easy to see why it has become imperative to cut down this duplication and reduce the backlogs of applications plaguing practically every patent office in the world," Mr. Fay said.

"Individual countries simply don't have the trained technical personnel to handle the rising flood of applications. In this country it takes about three years from the time an application is submitted until final action on it is taken, and in some other countries it's even longer. Germany has about a three-and-a-half year backlog and some applicants have to wait as long as five years before receiving patent protection for their product in Japan."

Definite trend

The trend is definitely toward greater international cooperation. In 1962 a committee of the six Common Market countries prepared a detailed Draft Convention for the establishment of a uniform European Patent to be issued by a European Patent Office. A draft for a European trademark is scheduled for completion late this year.

The Scandinavian countries are presently harmonizing their patent laws with a view toward establishing a joint patent, and the African and Malagasy Union has already established a uniform patent system with a common patent for a dozen African countries.

"Instead of sitting on the sidelines and wringing our hands about the difficulties involved, Asst. Secy. Hollomon and Commissioner of Patents Edward J. Brenner founded this office to explore ideas where we can cooperate with other potent offices, to our mutual advantage," Mr. Fay said.

"Much of today's duplication and wasted time could be eliminated by establishing a cooperative search program among the world's patent offices. For example, the Philippines have been faced with the problem of handling a complicated series of applications from U.S. firms for steroid patents with a relatively small staff. We were happy to furnish them with the search file developed by the U.S. Patent Office in this field. An exchange of search results in this field would be an additional aid to them, and in the process help some U.S. firms get patents much sooner than they would have ordinarily expected."

The proposed international cooperative program would expand this principle to include all cases where one patent office has already conducted a search on a product that another office is reviewing. The recipient office wouldn't base its decision entirely on the borrowed search, but the loaned material would speed up the process by furnishing the foreign examiner with large quantities of information he would otherwise have to ferret out for himself. Mr. Fay's office has prepared a preliminary study on the exchange of

PAST PATENTS are reviewed by Patent Examiner Trygve M. Blix, to make sure the application he is reviewing does not infringe on any previously granted patent rights in his field of water transportation. A native of Norway, Blix translates Scandinavian patents in addition to his regular duties.

Patents extend trade

Dr. J. Herbert Hollomon, Assistant Secretary of Commerce for Science and Technology, has described the patent system as "a potentially dynamic means for extending our economic and political way of life to other countries throughout the world. It is fundamental to the concept of private property rights.

"International cooperation in patent matters can bring great benefits to this country. Exchange of patent searches could mean more efficient national patent systems, and reciprocal agreements in the granting of patents could lead to broader areas of protection for American patent holders.

"This would undoubtedly encourage greater international trade extension of American business abroad, and easier exchange of technical data and information."

search results with another country, and the possibilities of using it with certain other countries are being explored.

Such a program would not be much help in eliminating the U.S. Patent Office's backlog, because in most areas we are technologically ahead of the rest of the world and there are relatively few occasions when foreign offices could furnish us with information we didn't already have. However, it should be a tremendous aid in speeding patent approvals for U.S. firms who are anxious to get patent protection abroad before introducing their products to a foreign market.

Mr. Fay doesn't try to minimize the obstacles to smoother international patent procedures, which are considerable. "Each patent structure is highly nationalistic. Each country has its own way of doing things and most of them are a little distrustful of other systems. Overall standards and thoroughness of search vary; for instance, the British feel it is only necessary to search their own patents for the past 50 years, while we try to cover all the patents issued by the world's patent offices in the particular area involved, for as far back as possible.

"And coverage is not standard even when you have been granted a patent. For instance, German patent rights must be maintained by annual payments which can total $2,500 for the full 18 years of protection," Mr. Fay said.

Mutual doubts

"We all have doubts about the strength of some of the individual patent offices around the world, and they have their reservations about us. Our weakest area is in personnel turnover. The average length of service for the young patent examiner attending law school at night is two-and-a-half years, which is just about long enough for him to become well-grounded in his specialty. Perhaps access to our searches would strengthen foreign confidence in the competence of our examiners."

The Office of International Patent and Trademark Affairs is also studying the U.S. position in the international patent and trademark field, and will offer positive recommendations as to participation in the various regional organizations already established and in the process of establishment. The office is evaluating the rights and protection afforded to U.S. citizens and industry abroad under present laws, as well as the rights and protection foreigners receive in the U.S.

PATENT OFFICE SECRETARY Faye O'Hara inspects a model of a clothes dryer patented in 1881. Styles don't seem to have changed too radically in the last 83 years. At left is an 1867 vintage washtub.

"We're becoming much more active in meetings of the United International Bureau for the Protection of Intellectual Property (BIRPI) in Geneva, and Patent Office people were instrumental in forming and guiding the Committee for International Cooperation in Information Retrieval among Examining Patent Offices (ICIREPAT). This office has also been helping to draft a proposed model patent system for less developed countries."

Specific studies undertaken by the Office of International Patent and Trademark Affairs deal with:

- Evaluating the effects of the proposed European Patent Draft Convention, and the question of adherence or association by third parties;
- Implications of the new Dutch Patent Law;
- Advisability of adhering to the Madrid Arrangement on trademarks;
- Problems of the compulsory licensing of patents in other countries;
- Foreign tax laws relating to industrial property rights;
- Foreign licensing practices in the field of patents and trademarks;
- International aspects of pharmaceutical patents and trademarks;
- Laws controlling the flow of business profits and royalty payments in and out of foreign countries;
- Effects of a single international or regional patent on the individual inventor and the small corporation;
- The international classification of patents, and
- Harmonization of patent specification requirements.

ALVIN DURHAM empties a mailbag-full of patent applications that daily flood the Patent Office Mail Room.

Exporters have important stake in protecting their industrial property rights outside the U.S.

Conventions and treaties offer safeguards; registration must be acquired for each country individually

By VINCENT TRAVAGLINI

Bureau of International Commerce

Exporters, investors, licensors and others doing business abroad have a vital stake in protecting their industrial property rights. In most countries these rights can be protected, but it is still necessary to acquire protection for each country individually throughout most of the world.

There is as yet no overall international patent and trademark "system." With relatively unimportant exceptions, no country recognizes internally the patents or trademarks issued by others. There is, however, general agreement among nations on basic rights of patent and trademark owners. These rights are embodied in the International Convention for the Protection of Industrial Property. The Convention applies to industrial property in its widest sense and covers patents for inventions, utility models, industrial designs, trademarks, trade names, indications of origin and the prevention of unfair competition.

Member countries total 65

The International Convention was signed in 1883 and the United States became a member in 1887. Sixty-five countries now are members of the Convention. The most recent membership is that of Trinidad and Tobago, effective August 1, 1964.

The Convention has demonstrated remarkable durability as evidenced both by its survival power and its attraction for the newer countries which have been coming into existence in the last 10 years. No fewer than 20 of these countries have joined since 1957. Present membership is divided about equally between developed and less-developed countries and includes 5 Soviet satellites.

Basic provisions of the International Convention are of two kinds—the rule of national treatment, and the establishment of certain principles and rights.

National treatment means that all the member countries have agreed to grant the same patent and trademark treatment to nationals of other member countries as they grant to their own nationals. This eliminates discrimination against foreigners. Since each country is free to determine the scope of its own industrial property laws, however, the degree of protection varies from country to country.

The national treatment principle does not call for reciprocal treatment. This may result in a situation in which nationals of a given country receive less favorable treatment in other countries than is afforded foreign nationals in their own country, or vice versa.

Priority right

The Convention's most important provision is that granting a "right of priority" to foreigners. This means that a U.S. patent owner who files an application in another member country has a 12-month priority over any other applicant filing for the same invention in any other country belonging to the International Convention. The priority for trademarks is 6 months. The 6- or 12-month priority period runs from the date of filing in the country of origin and not from the date the patent or trademark was granted.

The priority right is important and valuable, especially for patents. If the right did not exist, a U.S. applicant would have difficulty registering his patent in many countries of the world, since most countries' patent laws have novelty requirements which provide that earlier publication of the invention anywhere in the world is a bar to patentability.

The priority right also provides a means of overcoming the territorial limitations of the national patent system. In effect it makes it possible for a patentee to acquire exclusive rights in his invention not only in his own country but also in any Convention country.

Independence of patents

Under the Convention, patents and trademarks duly registered in a member country are considered as independent of patents on the same invention, or trademarks, registered in other countries. This means that once a patent or trademark has been granted on the basis of the priority right, its subsequent revocation or expiration in the country of original filing does not affect its validity in other countries. This principle of independence enables an owner to request registrations in every member country and each patent or trademark will be governed by the laws of the country issuing it.

Another feature of the International Convention is the safeguard it provides against invalidation of a patent merely because the patented product was imported into the country of registration. Some countries had patent laws which penalized importation of patented objects by forfeiting the patent. Countries may still, of course, hinder imports through tariff, quota, exchange, and other controls, consistent with their other international commitments, but the controls may not be aimed particularly at patented products.

Compulsory working provisions

Most foreign countries have compulsory working and compulsory licensing provisions in their patent laws. The International Convention recognizes the right of countries to take such measures but imposes limitations on their taking.

Compulsory working of patents refers to the requirement that a patent not commercially worked within the country that granted it shall be invalidated. The International Convention prevents member countries from canceling a patent for four years from the date of filing of the patent application or three years from the date of grant. Thereafter member countries are required to resort initially to compulsory licensing. No action for cancellation of a patent can be introduced before the expiration of two years from issuance of the first compulsory license and the granting of compulsory licenses has proven insufficient to prevent abuses.

There has been a gradual shift away from laws providing for revocation of patents. A corresponding trend may be noted toward compulsory licensing. Although provisions vary considerably, the compulsory licensing type of law is most highly developed in the United Kingdom and Canada. Similar legislation exists in India, Pakistan and other British Commonwealth countries. Also many countries, such as Japan, the Netherlands, Norway and Sweden, make provision for the compulsory licensing of patents for nonworking but do not provide for revocation. In practice, the statutes seem to be rarely enforced.

There are also several Inter-American industrial property treaties to which the United States belongs. A Convention on

SEARCH ROOM of the U.S. Patent Office. A file of both U.S. and foreign patents is maintained for public use at the main Department of Commerce building.

Inventions, Patents, Designs and Industrial Models, and one on Trademarks, were signed at Buenos Aires in 1910. The patent convention adopts the principles of national treatment, right of priority, and independence of patents along the lines of the International Convention just discussed.

The Trademark Convention attempted to provide for automatic registration so that a trademark owner registering his mark in one country would secure simultaneous protection in other member countries. The plan, however, was defective for various reasons and never went into operation. The 1910 Trademark Convention was superseded by the Inter-American Convention of 1923 which abandoned automatic registration in favor of registration through two Inter-American Bureaus, one in Havana and one in Rio de Janeiro. The Havana Bureau functioned only briefly and is now defunct.

Bilateral treaties

Two kinds of U.S. bilateral treaties are of interest to owners of foreign patent and trademark rights: the Treaties of Friendship, Commerce and Navigation, and Income Tax Treaties. The FCN treaties generally include a national treatment provision with respect to obtaining and protecting patents, trademarks, trade names, and other industrial property. Some of the treaties stipulate that infringements will be prohibited by law and that remedies by civil action will be provided. FCN treaties also contain useful guaranties against unreasonable or discriminatory treatment in business establishment and trade matters generally.

Income tax treaties are in effect with over 20 countries. All of these treaties contain an exemption from taxation for industrial and commercial profits if the U.S. enterprise has no permanent establishment in the other country. This basic exemption includes royalties from patents, trademarks, and copyrights. In addition the exemption may be extended to include unpatented know-how, as in the case of the treaty with Germany, in accordance with an agreement reached in July.

There are still other treaty arrangements in the industrial property field of interest to U.S. patent and trademark owners, even though the United States is not a party to them.

Madrid arrangement

Unlike the present situation in the patent field it is possible to centralize protection of trademarks in an "international registration" obtainable under a treaty known as the Madrid Arrangement. About 21 countries now belong, although the United States is not included. Under this arrangement, the trademark owner must register this mark in the member country in which he is domiciled. On the basis of his registration, the International Bureau in Geneva, Switzerland, issues a so-called international registration. This is deposited by the Bureau with the trademark offices in the member countries, which examine the local deposit in accordance with their own laws.

A U.S. trademark owner can take advantage of this if he has a bona fide industrial or commercial establishment in a member country. Therefore, a branch of a U.S. company established in a member country is sufficient, and a registration in that country in the name of the American company specifying that it has a branch in that country will suffice as the basis for international registration.

An American-owned subsidiary domiciled in a Madrid Arrangement country may also seek an International Registration. This is one benefit of placing trademarks in the name of a foreign subsidiary, although it is well to remember that there are other sound reasons for not doing so, including the loss of control which this entails.

The basic advantage of international registration is that it saves money. The single fee for an international registration is 150 Swiss francs—about $35—considerably less than the total of the fees due in each country for separate registration. The period of protection for an internationally registered trademark is the same for all contracting countries —20 years, renewable for further periods of 20 years each; but the protection resulting from international registration cannot be claimed for a trademark which no longer enjoys protection in its country of origin.

Companies may have a search made at the International Bureau at Geneva to see if their particular marks have been the subject of international registration. The Bureau maintains excellent search facilities with the most painstaking facilities for identifying marks by all the conventional means, not excluding such factors as color, sound, and arrangement of consonants and vowels. On the other hand, a search by the Bureau is no substitute for individual country searches, since all trademarks do not receive international registration.

Other treaty arrangements

Other regional arrangements for registration of patents and trademarks also are coming into existence gradually. Of primary interest are developments in the Common Market which will lead eventually to European patent and trademark conventions. It is expected that there will be a single patent or trademark grant effective at least in the six EEC countries.

CASE OF 354 BOUND VOLUMES shown contains 81,294 U.S. patents. Entire collection of U.S. patents arranged in numerical order comprises over 13,000 volumes occupying nearly 4,000 lineal feet of space.

Experts of the Common Market countries have drafted an EEC Trademark Convention. This should be published later in the year. The trademark experts, it is understood, have followed the general lines of the draft European Patent Convention wherever applicable. This means that certain questions of principle have not yet been decided, including whether U.S. firms will be eligible for full, or at least partial, participation in the Common Market patent and trademark system.

The Benelux countries have already signed a Trademark Convention which will result in a unified trademark law for Belgium, the Netherlands, and Luxembourg when ratifications by the three countries are completed. When established it will create one law for all three countries, under which a Benelux trademark would be issued. National trademark laws would be supplanted.

Also in Europe, a uniform patent procedure for the Scandinavian countries is in the making. Norway, Sweden, Denmark and Finland have agreed to establish identical laws which would provide that a patent issued in any of the four countries would be valid in the others.

In Africa an accord for creation of an African and Malagasy Industrial Property Office was signed in September 1962 by 12 member States of the African and Malagasy Union. The accord establishes a common system for the obtaining and maintenance of patent and trademark rights with a single deposit and centralized administration. Applicants domiciled outside member States make their deposits directly with the Industrial Property Office. Any deposit so made has the effect of a national deposit in each member State. Operations of the Office officially started January 1, 1964.

In Latin America a draft of a Common Market Trademark Convention has been produced which would establish a system of uniform trademark protection in the Central American area.

Within the British Commonwealth bilateral arrangements are in force between certain countries—Australia, Canada, Ceylon, India, Pakistan, New Zealand, and the United Kingdom. A first application for patent in these countries generates a 12-month priority term in the others. This can be advantageous in securing registrations in India and Pakistan, which are not members of the International Convention. Certain British Colonies and former colonies also give effect to patents or trademarks registered in the United Kingdom.

Generic trademark problems

Obtaining registered protection abroad for your company's industrial property

rights is, of course, a matter for private legal counsel. The job of policing these rights is likewise up to you and your legal adviser. However, there are Government services and statutory helps to assist you.

More than a hundred independent jurisdictions are registering trademarks abroad. It would be surprising if among the trademarks which foreigners seek to register there were not some that have a generic or descriptive status in the United States. Probably every trademark office in the world has been asked to register "wash-and-wear," or one of its foreign variants, such as "lava y listo" in the Spanish-speaking countries. Most such applications are routinely denied by the local authorities. But experience has shown that some will be accepted, unless someone intervenes to prevent registration.

Basically, our interest is to avoid a situation where an individual or firm acquires exclusive rights to such terms, without appropriate disclaimers. If this happens, it becomes impossible to use common product names in foreign advertising, goods may be refused entry into the country, and one trading in such goods risks being sued for trademark infringement.

The Foreign Business Practices Division of the Commerce Department's Bureau of International Commerce each year processes well over 100 requests for assistance in combating generic applications. By far the larger part of this volume emanates from the United States Trademark Association on behalf of its membership.

BIC and Embassy help

When we learn of a foreign generic word application we prepare instructions concerning it to the U.S. Embassy in the country of application. The Embassy is given full details: Name of applicant, number of application, class or classes in which registration is sought, filing date and type of goods. The Embassy in effect is asked to take what steps it can to have the application denied. As much information as possible should be presented to illustrate the generic nature of the term involved, and to point up the detrimental effect which its registration as a trademark would have on trade between the U.S. and the foreign country.

These Embassy approaches do not replace the entering of formal oppositions to objectionable registrations. In some countries the authorities will deny the application as a result of the Embassy's approach; in others, they have made it clear that a private formal opposition, in accordance with the local trademark law, must be filed before a denial can be considered. Where this task can be assumed by private attorneys and trade groups, we welcome their assumption of the responsibility.

SCIENTIFIC LIBRARY of Patent Office is used by searchers, attorneys, engineers, would-be inventors.

Foreign infringement problems

Protecting industrial property rights abroad is basically the responsibility of each company. This includes the prosecution of infringement actions. However, the Commerce Department, in cooperation with our Commercial Officers abroad, does undertake to investigate and report on unauthorized use of U.S. trademarks and copying of designs.

The typical situation is one in which a U.S. manufacturer finds that a product of foreign manufacture which imitates his own has appeared in the United States or some third country and is being marketed in competition with him. The complainant believes the foreign product, mark, label, packaging, or advertising to be a copy of his own and therefore to infringe on his rights.

To assist in these instances it is necessary that as complete information as possible be furnished about the circumstances. If available, a sample of the foreign item and the U.S. product should be supplied, both in their original packages. Photographs may be suitable. A copy of the American firm's U.S. patent or trademark and foreign registration, if any, should also be furnished. If the U.S. patent or trademark has been litigated and upheld, a copy of the sustaining judgment offers valuable support. The name and address of the foreign producer is helpful.

Complaints registered by U.S. firms over the past few years have involved many types of products originating in many different countries. In general, the articles involved are, understandably, likely to be of a nature which lend themselves to quick, easy and inexpensive copying. Trademark problems are usually traceable to failure to make timely application to register, and to loss of rights resulting from unfair practices.

From time to time complaints are received that merchandise and packaging of foreign origin which bear a U.S. trademark or imitate American products or packages are being shipped to third countries, thus competing unfairly with U.S. exports to that third country. Whether any substantial help can be provided in these circumstances depends on the legal situation in the countries concerned and the degree of cooperation which may be forthcoming from the local manufacturer, exporter or importer, and governmental authorities.

If occurrences of this kind take place in markets where the U.S. trademark owner does not operate the misuse may continue for an extended time without his knowing it. When the facts come to our attention, we advise the U.S. firm whose property rights appear to be violated, but further investigation is usually deferred until the U.S. firm expresses a desire to have the matter followed up.

Neither Commerce nor the U.S. Foreign Service can become involved in conflicts between two American firms. Therefore requests for assistance cannot be serviced if they involve steps against the interests of a competing American firm.

Other remedies

There are several provisions of U.S. law, administered by various Government agencies, which may be helpful in affording protection against foreign misuse of trademarks and other rights—effective, however, only for goods imported into the United States.

Section 42 of the Trademark Act of 1946 prohibits importation of articles bearing marks which are confusingly similar to or counterfeit of trademarks registered in the Patent Office.

Section 526 of the Tariff Act of 1930

Record your trademark

The procedure for recording trademarks with the Treasury is set forth in the Customs Regulations.

The regulations provide that a trademark owner may record its mark by application, which may be in the form of a letter, to the Commissioner of Customs, Washington, D.C.

A fee of $90 for each mark must accompany the application together with a certified certificate of registration from the Patent Office and 700 soft copies.

The accompanying article tells you how this action helps to protect you from unfair competition.

requires the Customs Bureau to prohibit importation of foreign-made goods bearing marks which have been registered in the Patent Office by a U.S. citizen or corporation if a copy of the certificate of registration has been filed with the Treasury Department. Whereas section 42 prohibits importation of infringing trademarked goods section 526 provides the U.S. trademark owner with affirmative protection against unfair competition.

If an attempt is made to import goods bearing a mark which is a clear infringement of a recorded mark the merchandise will be denied entry unless the importer secures the written consent of the trademark owner or removes the offending mark. If as often happens, the mark on the imported product does not present a clear-cut case of infringement, Customs will detain the merchandise and defer decision until both importer and trademark owner have had a chance to be heard. Customs decisions in such cases can be appealed to the U.S. District Courts.

Section 106, Title 17, United States Code, prohibits importation of articles bearing a false notice of copyright when there is no copyright thereon in the United States, or of any piratical copies of any work copyrighted in the United States. A procedure for obtaining Customs protection against the importation of such copies is prescribed in the Customs regulations, section 11.19.

Patent protection is not coextensive with the protection afforded trademark and copyright owners. There is no law which automatically excludes articles from import because they infringe patents.

Section 337 of the Tariff Act of 1930, as amended, authorizes the U.S. Tariff Commission to investigate alleged unfair methods of competition and unfair acts in the importation of articles or in the sale of imported articles in the United States.

Although there is no recordation procedure for patents, the Bureau of Customs will carry out on request a Patent Infringement Survey to assist the patent owner in taking appropriate action. The purpose of the survey is to provide patent owners with the names and addresses of importers bringing in articles that appear to infringe registered patents. Such information will be furnished for a period of 2, 4 or 6 months for a fee of $1,000, $1,500, or $2,000 respectively.

The only information furnished is the name and address of the importers. The survey will not disclose quantities, price or any other information which normally might fall within the realm of trade secrets. Application may be made by letter addressed to the Commissioner of Customs. The procedure is set forth in the Federal Register in Part 12, section 12.39a of the Customs Regulations.

Arbitration

In any type of business transaction disputes inevitably arise. Most often companies settle their disputes through direct negotiation and agreement. Litigation is extremely rare and even when the facts are strongly favorable is avoided whenever possible, especially in foreign transactions. Most companies that operate on an international scale favor the inclusion of a mandatory arbitration clause in the contract as a less objectionable alternative to court action.

The American Arbitration Association is the principal arbitration organization in the United States. It has offices throughout the country and has reciprocal arrangements with organizations in many foreign countries. The International Chamber of Commerce also maintains a worldwide system of arbitration. Besides these institutions, there are many special arbitration tribunals in the various commodity trades, such as rubber, textiles, food distribution, and so on.

To make it possible for a dispute to be submitted to arbitration, the parties must have agreed to do so either in advance or after the dispute has arisen. If thereafter one of the parties refuses to take part, the arbitration will proceed nevertheless since the rules to which the parties have agreed contain provisions for procedure by default.

The various arbitration organizations have standard contract clauses which may be freely used. Use of one of the standard clauses enables the arbitration organization to have its own rules administered should a dispute arise.

The nature of dispute submitted to arbitration makes any classification of industries or classes of goods difficult. An approximate breakdown of arbitrations under ICC auspices shows, however, that roughly 20% involved licenses for patents, manufacturing processes, know-how and trademarks.

The majority of arbitration cases results in awards accepted by both parties. Even if the law does not provide for execution of an award by court action, the force of business opinion and the necessity of protecting a firm's commercial reputation for fair dealing usually is enough to bring about compliance.

International traders who have used arbitration clauses in their contracts with foreign parties are concerned as to the problem of enforcing an award if the losing foreign party does not satisfy it. The statutes of foreign countries, like those in the United States, do not provide for execution of foreign awards as they do domestic awards. U.S. bilateral treaties of Friendship, Commerce, and Navigation, however, provide for enforcement of arbitration agreements and awards in disputes between nationals and corporations of the respective countries. Enforcement cannot be denied solely for the reason that the award was rendered in another country or that the nationality of the arbitrator was not that of the party concerned.

Several multilateral treaties facilitate enforcement of foreign arbitration awards, but the United States does not adhere to them. A United Nations Convention on the Recognition and Enforcement of Foreign Arbitral Awards was concluded in 1958. The Convention provides for recognition of the validity of arbitral clauses in contracts and for the enforcement of foreign arbitral awards. Ratification by the United States has not been possible, for several reasons, including the fact that the Convention would conflict with the arbitration laws of a number of our States.

the author

With the Commerce Department since 1948 and in his present position since 1962, Mr. Travaglini's responsibilities are in such areas as industrial property rights, licensing, antitrust, restrictive practices, arbitration, taxation, and protection of U.S. property abroad. He has served on U.S. delegations to international conferences on various subjects, including copyrights, restrictive business practices, and industrial property problems in developing countries.

British levy import tax

New Labor Government says action will help cut huge deficit in balance-of-payments

People had been expecting an announcement. Last week, Great Britain's new Labor Government made it.

Effective immediately, Britain would impose a 15% tax on certain imports from all sources.

At the same time, British exporters would get a 1½% tax rebate as part of a program to encourage exports.

There was an emergency, the Laborites said. Britain was buying too much abroad, selling too little of her own goods to other countries.

The balance-of-payments deficit looked as if it might exceed $2 billion, biggest in history and almost as much as the nation's gold and convertible currency reserves.

To reduce imports

The import tax would help protect the British pound and strengthen the British economy. It would be "abolished at the earliest opportunity," but until that unspecified time it would be used to reduce imports and increase exports.

A U.S. government spokesman said, "The United States Government is confident that the wholehearted co-operation of the British Government in the Kennedy Round (of international tariff negotiations) will in no way be impaired."

The British tax will apply to all imports except basic raw materials for industry, foodstuffs and unmanufactured tobacco. It will be levied against the importer in the United Kingdom.

Approximately 48% of U.S. exports to Britain are taxable under the new regulation. Roughly, this would be about $600 million in trade.

Member nations of the European Common Market—France, West Germany, Italy, Belgium, The Netherlands and Luxembourg—may feel the effect of the tax even more. About 57% of the group's exports to Britain will be subject to it.

The tax also applies to about 36% of exports from the European Free Trade Association—Austria, Denmark, Norway, Portugal, Sweden, Switzerland and Finland; about 13% of exports from the Commonwealth and about 13% of exports from other nations.

Speculation in the U.S. and in other countries trading with Britain turned to whether exporters and/or British importers could absorb any of the tax. In London, Chancellor of the Exchequer James Callaghan said it is "a fallacy" to assume that the 15% surcharge would mean a 15% boost in British consumer prices. But Sir Peter Runge, president of the Federation of British Industries, said "it must be passed on."

These are exempt

The Government listed the following goods as exempt from the import tax:

Live animals, meat, fish, dairy produce, eggs and honey.

Hair, bones, ivory and other animal products.

Vegetables, fruit and nuts, coffee, tea, spices and cereals.

Flour, malt, starch.

Oil seeds, roots, plants used for pharmacy.

Raw vegetable materials and extracts.

Vegetable plaiting and caning materials.

Animal and vegetable fats and oils.

Preparations of meat and fish.

Sugar, syrup and sugar confectionery.

Cocoa and chocolate.

Preparations of cereals and vegetables and miscellaneous edible preparations.

Food industry residues.

Unmanufactured tobacco.

Salt, sulphur, plaster, lime, cement.

Metallic ores, slag and ash.

Mineral fuels, mineral oils and products.

Exposed film and plates.

Natural rubber, reclaimed and waste rubber.

Raw hides and skins, leather parings and waste, raw fur skins.

Wood, not planed or further prepared.

Natural cork, waste cork.

Paper making material (pulp and waste paper).

Maps, charts, plans, stamps.

Certain photographic prints, certain printed documents and diagrams.

Silkworm cocoons, raw silk and silk waste.

Sheep's or lamb's wool not carded or combed; other animal hair; waste of sheep's or lamb's wool, sheep's or lamb's wool, carded or combed.

Unspun flax and ramie; raw cotton, linters and waste, unspun hemp, jute and other vegetable textile fibers.

Old clothing and rags.

Synthetic and natural precious and semiprecious stones and precious metals not fully manufactured; waste and scrap of precious metals.

Coin, ferro-alloys.

Iron and steel waste, scrap, shot, grit and powder.

Unwrought copper and master alloys, unwrought nickel, unwrought nickel electro-plating anodes, unwrought aluminum and waste and scrap, unwrought magnesium and waste and scrap.

Beryllium waste and scrap, unwrought beryllium, unwrought lead, lead waste and scrap.

Unwrought zinc, zinc waste and scrap, unwrought tin, tin waste and scrap.

Tungsten, molybdenum, tantallum and other base metals.

Vessels for breaking up.

Sound recordings not produced in quantity and not for general sale.

Works of art, collectors' pieces and antiques.

Food for Peace amendment announced by U.S., Guinea

The U.S. and Guinea have amended a Food for Peace agreement to provide for sale of an additional $619,000 worth of U.S. agriculture commodities for Guinea francs.

Commodities to be purchased under the amendment to the Title I, Public Law 480 agreement of last June are cotton (approximately 4,600 bales), $565,000; and lentils (approximately 2,400 cwt.), $19,000. Ocean transportation costs are estimated at $35,000.

Lentils supplied under the agreement will help meet increased consumer demand in Guinea. The cotton, to be used for domestic processing, will help Guinea maintain its industrial activity.

Sales will be by U.S. traders and purchased authorizations will be announced later.

The amendment provides that 66% of the currency received be set aside for economic development projects in Guinea. Another 24% will be made available for U.S. uses. The remaining 10% will be for loans to U.S. and Guinea private enterprise by the Agency for International Development.

Signing of this amendment brings the total value of Title I, Public Law 480 agreements with Guinea to $27.4 million.

YOUR MONEY'S WORTH

U.S. Scores Hit At Helsinki Fair

By SYLVIA PORTER

HELSINKI—In this capital city of Finland, I have just watched the United States meet head-on some of its fiercest competitors in both the Soviet Bloc and the West. It is with relief that I report that, for the first time in this land of the far north, we displayed the know-how and hard-sell which can send our exports to Finland into a steady, sustained upswing in the years ahead.

I saw it at the Helsinki International Trade Fair—the first Finnish international trade fair the United States has entered. Competing against us were 19 nations with impressive displays ranging from the most exotic fabrics to the most practical machinery.

At stake here is the trade of the sixth largest nation in Western Europe and a heavy importer of all types of goods. Finland is now importing over $1.3 billion annually, of which we account for only 5.3%.

At stake here is the buying power of a nation which is rapidly industrializing, which has one of the world's most superb debt-paying records and which has money to finance its purchases. Finland's per capita income is $1,100, among the highest in Europe.

Rights and wrongs

What did we do and not do that was right this time?

What we rightly did not do was boast of our standard of living and try to create an "image" of the United States. What we slightly did not do was exhibit a dazzling variety of goods priced beyond Finland's ability to buy.

What the United States government did do that was right was take the biggest of all display space and then invite our manufacturers to fill it with samples of only one line of our products—auto maintenance and repair equipment.

"How dull this is!" I exclaimed in disgust as I compared our exhibit of auto fender repair tools, coin-operated car washers, etc., with the varied displays of such competitors as West Germany, Sweden, Austria, even Israel. "Even if General Motors and Chrysler are in this show, how ridiculous to limit it to only one type of product."

The retorts came quickly and indicated how superficial my initial reaction was.

"We don't need any 'image' show from you, we know how great your country is," said Olle Herold, managing director of the Finnish Fair Corp. "We need these products of yours and your show makes sense."

"Almost a year ago we started researching the Finnish market to find out what to show here," added Stephen Duncan-Peters, commercial attache of the United States Embassy in Helsinki. "In this field we're a sorry fifth in line of suppliers while we easily could be first."

"Even before we opened, we had contacted businessmen all over Finland," explained Robert L. Tysar, United States Commerce Dept. official in charge of our Helsinki exhibit. "We're here to sell products, not to sell a pretty picture of the United States."

Fast growing market

The fact is that the fastest growing market in Finland is for autos. Since controls on imports were lifted in 1962, auto ownership has skyrocketed and the rise is conservatively projected at 15-20% a year to an ownership of at least one million by 1970. Finland also has launched a major road-building program.

The fact is that existing auto repair and maintenance equipment in Finland is amazingly inefficient considering the high capability of the Finns and repairing a car is shockingly high-priced even by Finland's lofty cost-of-living standards.

The fact is that our manufacturers have tailor-made the auto equipment to meet the standards of European-made cars sold in Finland and have priced it to meet competition as well.

We were a runaway hit at the Helsinki fair with the people who count—businessmen who will become distributors for our machinery and who will buy and re-buy.

Even a minor $1 million of extra ex-exports works out to hundreds of extra jobs for American workers, and thus for our own paychecks and profits, it is imperative that we sell abroad on an ever-mounting scale. In markets such as Finland's, we are just beginning to make an intelligent, hard-headed selling effort.

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Washington bank, two Calif. firms win 'E' awards

A bank in the nation's capital, and two firms in California have received the President's "E" award for their help in the export expansion push.

The latest winners are the Riggs National Bank of Washington, D.C., the Mica Corp. of Culver City, and ITT Cannon Electric, Inc., of Los Angeles.

Through its "extensive overseas network" and the maintenance of "close rapport" with foreign embassies and missions in Washington, the Riggs National Bank "has rendered unique services to correspondent inland banks and their customers," according to the citation.

Commerce Secretary Luther H. Hodges presented the award Oct. 21 at a ceremony in his office. Accepting were L. A. Jennings, chairman of the board, and Luis F. Corea, senior vice president of the foreign department.

Emphasizes quality

The Mica Corp. has increased its export sales of epoxy glass laminates for printed circuitry by placing "particular emphasis" on the quality of its products and special service features. These include the introduction of "the latest and most dependable" processing techniques to the users of the firm's products.

Congressman James Roosevelt (D-Calif.) presented the award Oct. 22 at the company plant to A. Paul Goldman, president.

Use trade fairs

ITT Cannon Electric, Inc., has participated in several trade fair and center shows and "has successfully penetrated new foreign trade areas and substantially increased its volume of exports throughout the world," according to the citation.

Congressman George E. Brown (D-Calif.) presented the award Oct. 23 in Pasadena to J. A. Yunker, executive vice president and chief operating executive.

Global financial management is theme of two-day conference of groups in Los Angeles area

REEC, Chamber, Town Hall and Southern California Univ. sponsor well-attended event which may be held annually

How the concept of a one-world market is changing the economic, legal and financial environment of American business was the subject which recently drew more than 500 persons to Los Angeles' Biltmore Hotel.

Only the mid-morning coffee breaks provided breathing time during the otherwise solid two days of sessions at which U.S. and overseas government spokesmen exchanged views with business leaders on "Financial Management in a Global Economy." The conference—expected to become an annual regional event—was sponsored by the Los Angeles Regional Export Expansion Council (REEC), the Los Angeles Chamber of Commerce, Town Hall and the Graduate School of Business Administration, University of Southern California.

In his address as keynote speaker, National Export Expansion Coordinator Daniel L. Goldy reviewed forces which he said had created the global economy and would continue to shape it.

The progress of the U.S. export expansion program, Goldy pointed out, demonstrates the high level of American industrial technology, the capability of American industrial management in meeting new competitive conditions, and the successful use of marketing techniques.

Speaking on "Concepts of Managing International Markets," Donald P. Kircher, president of the Singer Co., New York, traced the company's expansion into one of the leading American firms in the international field.

The first morning's session concluded with an address by Dr. Jay Cerf, manager of the Foreign Commerce-Foreign Policy Department, Chamber of Commerce of the United States, Washington, on "Trading With The Soviet Bloc." Cerf reported increasing interest among businessmen in a further policy review.

Attention at the first day's luncheon session centered on international finance. The interests of major countries in monetary stability for all was analyzed by Ambassador Roger Ockrent of Belgium, executive committee chairman, Organization for Economic Cooperation and Development.

Afternoon sessions included a management workshop session on financing exports and an address by Dr. Edward M. Bernstein, president of EMB (Ltd.), Washington research economists.

Private, public

Global trade and economic expansion by private and public investments was the central theme of second-day morning sessions. Dr. Kenneth L. Trefftzs, chairman of the University of Southern California's Department of Finance, School of Business Administration, introduced the program and presented Arthur K. Watson, senior vice president, IBM Corp., and board chairman, IBM World Trade Corp., New York, who analyzed private investment in building corporate growth in world markets.

The contribution of government to growth of a global economy was analyzed by Anthony W. Solomon, Deputy Assistant Secretary for Inter-American Affairs, Department of State, Washington.

The role of the international consortium was analyzed by E. Peter Wright of the International Bank for Reconstruction and Development, Washington.

At the second-day luncheon meeting an overflow crowd greeted David Rockefeller, president of the Chase Manhattan Bank, New York, who spoke on "The U.S. Business Image in Latin America."

With emphasis on management problems of corporate executives in building international markets, the convention closed with a series of five workshops, four of which were chaired by Los Angeles REEC members.

Evaluating business response to the conference, Dr. Robert R. Dockson, Los Angeles REEC Chairman, said, "I am much impressed by the Southern California response to this conference; we drew both large and small firms and . . . top executives and professional men, including attorneys, controllers, accountants and specialists in market research and long-range corporate planning."

Dockson emphasized that a regional conference, whether of one day or two, requires a long lead time. He praised the cooperation of Edwin Bates, director of the Los Angeles Field Office and REEC Executive Secretary during conference planning, as well as REEC members, the Advisory Committee of the University of Southern California's Institute on Finance, the Los Angeles Chamber of Commerce and Town Hall.

LEADING LIGHTS at conference include David Rockefeller (center), flanked (l. to r.) by Chas. Thornton, Litton Industries, and Dr. Robt. Dockson, U. of Southern California's business administration school.

Low-pressure company sells bulk of its ore-processing equipment to customers on all continents

Success is based on services provided over long periods by small, dedicated staff catering to purchaser's needs

By STANLEY LICHTENSTEIN

Staff Writer

DENVER—There is a quality of dedication in the Humphreys Engineering Co.'s way of building its relationship with a customer.

The company's customers are engaged in recovering heavy minerals on every continent, using Humphreys spiral concentrators for producing finished concentrate and certain by-products. Heavy-mineral plants ranging from 30 tons to 50,000 tons daily capacity use Humphreys spirals, and the claimed benefits include efficient concentration, low-cost maintenance and year-round trouble-free performance.

With these goods go a lot of services, often provided over vast distances and for many years. Here, for instance, is the saga—in outline—of Humphreys' 1956-64 dealings with one of the customers abroad who together make up more than 90% of the business of this small firm employing less than 30 people:

► **January 1956.** Sold an experimental spiral to customer.

► **Spring 1956.** Humphreys engineer visited customer's laboratory, where he was having difficulty getting the equipment up to capacity. Adjustments were made to clear up the problem.

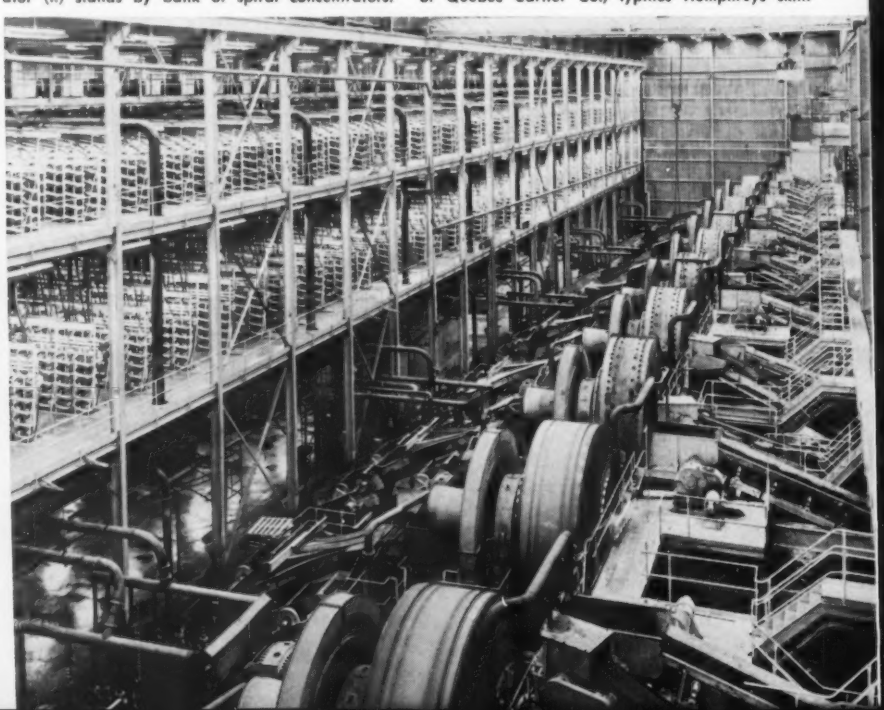
► **Winter 1956.** Pilot plant ordered by customer for installation in a wilderness area.

► **Summers of 1956 and 1957.** Humphreys assisted customer with pilot-plant work, making adjustments to adapt it better for customer's purpose.

► **February 1959.** Received customer's purchase order for complete installation, and worked out details of special packing and shipping arrangements. Began working out specifications, design of new and special parts, and placement of orders to suppliers.

► **June 1959.** Began making shipments to customer.

ROUND N' ROUND they go as Sierra Leone operator (l.) stands by bank of spiral concentrators. LAC JEANNINE concentrator (below), in plant of Quebec Cartier Co., typifies Humphreys skill.



► **January 1960.** Shipments completed. Design contractor compliments Humphreys for being the only supplier completing delivery of equipment—involving some 1.9 million pounds (packed weight) of machinery—in the agreed time.

► **Currently**—Plant capacity is exceeding the design figure while maintaining the design grade of concentrate and the recovery of desired material.

'E' award

This year, with foreign sales topping $1½ million or more than 91% of total sales approaching the $2 million mark, Humphreys was awarded the President's "E" citation for export excellence. In 7 years, the company had doubled the proportion of overseas sales to the total.

The citation mentioned, among other things, Humphreys' use of international advertising and exhibits at mining shows as well as the association of its personnel with mineral engineers overseas—enabling it consistently to obtain contracts for developing equipment and making installations in many parts of the world.

In approaching a potential customer, Humphreys thoroughly discusses with him the applications of its equipment to his problem. The next step is for the customer to send a 300 to 5,000-pound sample of minerals or coal for experimental treatment in Humphreys' Denver metallurgical laboratory.

Favorable test results are followed by installation of several units of equipment at the site where production is contemplated.

Extensive on-site tests are conducted under the eyes of Humphreys engineers, who assist and train the customer's personnel. Successful on-site programs are followed by close work with the customer on all phases of plant design in preparation for installation of Humphreys equipment.

The sales price and service cover extended periods of counseling to assist the customer with proper installation and operation, and to train his personnel.

Fell into it

"Our business practices and methods of selling may be unique," a Humphreys official comments. "We are primarily a group of people interested and experienced in mining plant operation.

"In this line of business we developed and patented the Humphreys Spiral Concentrator, which has achieved world-wide acceptance. We chose not to sell our rights to this device, so we were in a sense forced into manufacture and sales in order to meet the demand.

"It has never been our policy to use high-pressure campaigns. On the other hand, I believe our operating experience has enabled us to approach our customers with a considerable amount of sympathy for and understanding of their problems.

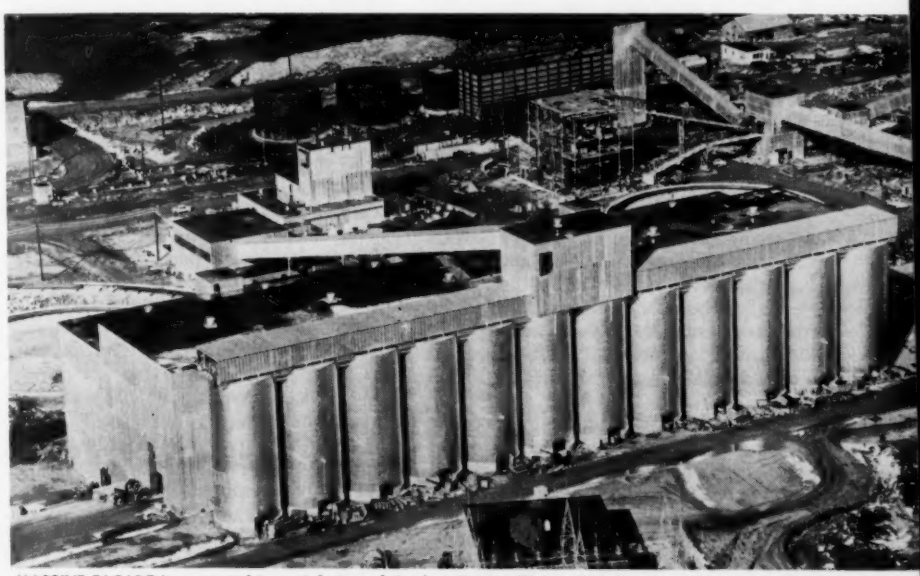
"Most of the leads which have resulted in sales, I believe, have come from someone recommending our company or our equipment. Some have resulted from advertising and a few from our direct solicitation."

With agents representing it in Sweden, South Africa, Australia and England—including, where circumstances warrant, a licensing arrangement with local manufacturers—Humphreys continues its international growth.

Can this success be explained in simple terms? A company spokesman offers this summation: "Possibly it's because we're a small company and take a personal interest in seeing things through. We don't hesitate to get on the phone and ask the customer how he wants the equipment shipped, or to talk to him about any other specifications, requirements or details. We recommend against installation if it seems inadvisable for a potential customer. We're straightforward and direct in our dealings, and this earns for our company a high reputation."

In short, the italicized sentence with which Humphreys concludes its descriptive brochure is no mere slogan, but the company's gospel. The sentence reads: *"Our engineers will be glad to work with you."*

DENVER LABORATORY conducts electrostatic, eletromagnetic testing work for Humphreys Co.'s customers.



MASSIVE FACADE is presented in aerial view of Quebec Cartier Mining Co.'s Lac Jeannine concentrator.

PACE QUICKENING

World output explodes

Wyman tells tool distributors of steps to meet challenges of next decade

A mushrooming world "production explosion" making for white-hot international competition has spurred the U.S. Department of Commerce to press forward through supersonic transport studies, industrial modernization conferences, the Civilian Industrial Technology Program and the Clearinghouse for Federal Scientific and Technical Information.

Thomas G. Wyman, Acting Assistant Secretary of Commerce for Domestic and International Business, described these and related activities in an address to the American Machine Tool Distributors' Association, meeting in Washington.

To meet the challenges of technological revolution on every front, Wyman said, the Government is striving to provide a climate in which business initiative will be given full play to strengthen America's economic position.

Fast track

Citing sweeping advances in productivity reflected in favorable economic indicators (gross national products, capital investment, price stability, employment, exports, etc.), Wyman added:

"But . . . we must keep in mind that other countries are also moving forward. Their advances in technology have already stiffened competition not only in the world markets but right here at home."

He reviewed recent impressive gains in the machine tool industry, acknowledged that manufacturing productivity is now increasing at a rate of more than 3% a year as compared with 2% in the 1950's —but he refused to let industry leaders rest on their laurels. Looking ahead "five years or so" to a time when the United States will be producing an estimated 10 million automobiles, Wyman said the U.S. industrial machine must be prepared to meet the accompanying stresses and strains.

"New technologies must be developed and employed to achieve needed economies—or to develop substitute materials to cope with future demands," he observed.

". . . Efforts, already being made to train new workers, must be greatly expanded to provide our projected 10 million new workers with the skills to handle the demands of the future. . . .

"All of this means modernizing, which has a direct bearing on the machine tool industry. For example, processes are now being developed that will reduce the time it takes the automotive industry to design, tool up and produce a new car from three years to one. . . . New machining requirements can be foreseen in the expected change from conventional piston engines to turbine engines in automobiles. In steel production, continuous casting will do away with the traditional blooming mill and the need for ingot casting, stripping, reheating and primary slab rolling. . . .

"Thus, manufacturers of machine tools and all other types of industrial production equipment are facing the challenges of producing a new range and volume of equipment to meet the needs of industry."

Pulling together

In September, Wyman noted, the Department of Commerce held what is expected to be the first of a number of informal meetings with machine tool industry leaders. Discussion centered on matters of mutual concern such as available production capacity, status of modernization, skilled labor requirements, problems connected with the reserve ratio test and Walsh-Healey minimum wage determinations.

Such mutually beneficial exchanges, he continued, are being pursued in many areas—notably through the 19 industrial modernization conferences already held during the past two years with more than 4,000 businessmen participating. Other important Government-industry cooperative efforts reviewed by Wyman included:

► Commerce Department economic studies of the supersonic transport project, which, he said, "will present new opportunities for the builders of machine tools and other production equipment."

► The Department's Civilian Industrial Technology Program, with programming to be coordinated with leaders of industry and major industry associations.

► The Clearinghouse for Federal Scientific and Technical Information, set up six months ago by the Commerce Department to bring together in one comprehensive package data from defense contracts and all the major research and development agencies. "The Clearinghouse," said Wyman, "will work closely with industry associations to make its information available to interested companies (and) will also distribute selected industry information to individual State agencies. . . ."

► President Johnson's recent establishment of a National Commission on Technology, Automation and Economic Progress—parallelled in other countries including Great Britain, whose new Labor government has created a Ministry of Technology.

Same goals

Emphasizing that the goals of both public and private endeavor in the technological field are the same, Wyman concluded:

"But let us realize that Government can only foster the climate in which business can flourish and that it is private business initiative motivated by the profit incentive that must do the job."

U.S. firm gives library to new University in Zambia

A U.S. firm has presented a 2,600 volume library to the new University of Zambia. Presentation was made during the Zambian Independence Day ceremonies in Lusaka by Walter Hochschild, chairman of American Metal Climax, Inc., on October 24th.

The library is a duplicate of the special "Kennedy" White House library, includes 1,780 titles in 32 major categories of subjects, and was selected by a committee of scholars under the direction of Dr. James T. Babb, Librarian of Yale University.

AMAX has long been associated with the development of Zambia, formerly known as Northern Rhodesia. The firm has investments in the rich Zambian copper deposits and has a substantial interest in the companies of the R.S.T. group.

Cincinnati traders hear of new aids to U.S. exporter

Schnellbacher outlines 1964-65 accelerated BIC basic services

Basic services contributing to "Our Multi-Billion Dollar Export Trade" were outlined by E. E. Schnellbacher, Assistant Director, Bureau of International Commerce, in his Oct. 28 address before the World Trade Club of the Cincinnati Chamber of Commerce.

Speaking at the Club's "U.S. Department of Commerce Dinner," Schnellbacher told his audience that Chamber of Commerce world trade groups were contributing significantly to a steady rise in U.S. exports, amounting to 27% since 1960, and 14% in the first eight months of 1964 over the comparable 1963 period. Ohio, he added, accounts for 8% of total world-wide U.S. sales.

American business is giving "encouraging support" to the program, Schnellbacher continued, "but we have a long way to go." Among latest developments in the joint effort to sharply accelerate overseas sales, he cited:

► The early-1965 scheduled opening of a sixth U.S. Trade Center, this one to be in Stockholm. Five others, established in the past 3½ years, are already operating in London, Bangkok, Frankfurt, Tokyo and Milan.

► Commercial exhibitions staged by the Commerce Department at 14 international trade fairs in 1964. "Results from 10 of the first 11 fairs show that 319 participating U.S. firms recorded $2.7 million in on-the-spot sales plus $32.4 million in estimated sales through 1965."

► Spring, 1965, scheduling of three U.S. exhibitions, including the Apr. 21-30 London International Engineering Exhibition, which will be the largest commercial show ever to be staged by the Commerce Department. The others will be in Utrecht (industrial gas equipment), Mar. 9-17, and Tokyo (leisure goods and equipment), Apr. 16-May 5.

► Industry-organized, Government-approved trade missions. Ten of the Department's 58 missions in the last 3½ years have been industry-organized.

► "Floating and flying fairs"—more formally known as the mobile trade fair program—including the exhibit ship *S.S. Del Sud* (Delta Steamship Lines) which went to South America, the jet cargo liner *Yankee Peddler* which went to Europe, Mobile Trade Fairs of American Export-Isbrandtsen, Grace and Farrell Lines (planning to send ships to the Mediterranean area), and the *S.S. Tradefair*, a reconverted tanker to be established by Trade Fair Ship, Inc., as a permanent floating fair by December 1965.

► EUREECA (European Export Expansion Councils of America)—an extension of export expansion councils into an overseas network to be established in London, Paris, Brussels, Copenhagen, Stockholm, Frankfurt, Zurich, Geneva, Vienna, Milan, Rome and Athens. Each council will include 15 to 40 businessmen appointed by Secretary of Commerce Hodges for a one-year term.

Schnellbacher emphasized that international sales by U.S. firms can be built up through "the day-to-day kind of export promotion service" provided by the Department of Commerce, including data about buying trends, purchasing power, business practices, labor costs, trade controls and tariffs in more than 100 countries and regions. Among the basic tools he cited were Trade Lists, World Trade Directory Reports, Trade Contact Surveys, INTERNATIONAL COMMERCE and COMMERCE BUSINESS DAILY.

U.S. visitors from abroad already exceed '63 totals

The United States welcomed 751,436 business and pleasure visitors from overseas in the first nine months of this year, 16,441 more than were recorded for all of 1963.

The U.S. Travel Service (USTS) says that this figure reflects an increase of 34.9% over the first nine months of 1963, and is 98.4% above the three-quarter mark in 1961.

Nearly 95,000 visitors from overseas came in September, an increase of 29.4% over the same month last year.

Visitors from Mexico in September totaled nearly 95,000, up 28.4% over September 1963, for a nine-month total of 233,430, and an increase of 22% over the first three-quarters of last year.

Of the countries where USTS offices are located, Japan showed the largest percentage increase during the nine months, with 29,047 arriving in the United States, 47.8% more than during the first three quarters of last year.

Greatest numerical increase from overseas was from the United Kingdom, with 130,273 visitors to the USA during the first nine months of this year. The addition of 32,602 over the same period of 1963 accounted for an increase of 33.4%.

Kennedy Round hopes lifted by Turin meet

Weekend seminar in Italy scene of frank, informal discussion

An informal and frank discussion of the projected overall reduction of tariffs between the United States and the European Common Market was reported from Turin, Italy last week. The occasion was a weekend seminar sponsored by the Adriano Olivetti Foundation in collaboration with the U.S. Information Agency.

Main speakers included U.S. Ambassador W. Michael Blumenthal, deputy special representative for trade negotiations, Jean Rey of the European Economic Commission and Dino del Bo, president of the European Steel and Coal Community. Other top representatives of the U.S. and the EEC, as well as leading Italian officials and businessmen, were present.

Press representatives covering the seminar reported a strengthened political will to push the Kennedy Round negotiations evidenced as a result of the meeting, and an indication that preparation is well advanced on the lists of specific goods that each side wants to exempt from the automatic system of linear tariff reductions envisaged by the U.S. Trade Expansion Act of 1962. The November 16th deadline for submitting these lists is expected to be met by all parties.

One of the acknowledged sensitive subjects reportedly discussed was the matter of European producers concern with the problem of free competition with American efficiency. Both agricultural and industrial representatives acknowledged an awareness among European participants that this will help their countries to both complete their economic integration and overcome the existing obstacles to a political union.

Laos ups valorization rate

The Royal Government of Laos recently announced that the valorization rate for determining the import duty has been increased from 240 to 500 kip per U.S. dollar on all non-aid imports other than foodstuffs and medicines.

International Trade Winds

LOCOMOTIVES—India has ordered 54 diesel-electric locomotives from Alco Products, Inc., with delivery to begin in 1964 and be completed in first-quarter 1965. AID-financed, the $12.4 million order calls for manufacture of heavy-duty 2600-horsepower DL-560's at Alco's Schenectady, N.Y., plant. They will be equipped with 16-cylinder 251-B vee-type diesel engines made at the firm's Auburn, N.Y., plant. Completed delivery will bring to 357 the number of Alco diesel-electrics shipped to India, which is engaged in a 10-year collaboration with the company providing for technical assistance for a locomotive and diesel-engine manufacturing facility at Varanasi.

ADVERTISING—A jointly owned industrial advertising-public relations agency has been formed in Sao Paŭlo, Brazil, by Marsteller, Inc., and Companhia de Incremento de Negocios (CIN). The new firm is called Marsteller Publicidade do Brasil, S.A., and represents Marsteller's first investment in Latin America. A European operation has been conducted from Geneva headquarters since 1961 under the name Marsteller International.

SHOCK ABSORBERS—The Chicago-based Maremont Corp. is manufacturing shock absorbers in a Valencia, Venezuela, plant owned by its subsidiary, Gabriel de Venezuela, C.A. Some 2,500 shock absorbers per 8-hour shift are to be turned out in the new plant. Productos Automotrices, a local company, is associated with Maremont in the venture. Maremont also has a license agreement with Industrias Integradas, S.A., to manufacture mufflers.

CIGARETTES—A modern cigarette plant has been opened in Neuchatel, Switzerland, by a Philip Morris affiliate, Fabriques de Tabac Reunies, S.A. It will produce Marlboro, Philip Morris, Muratti Ambassador, Brunette and other brands for the European market.

PROCESS CONTROL—Taylor Instrument Companies of Rochester, N.Y., and the Air Conditioning Corp., Calcutta, India, have formed a joint venture for manufacturing process control instruments in India. The new company will service petroleum, chemical, fertilizer and food industries from a plant to be built this year in New Delhi.

Output of U.S. subsidiaries abroad scored record high rise in 1963

Great majority of all production remains in host country; half of 13% production jump accounted for by European plants

Sales of goods by U.S.-controlled manufacturing plants in foreign countries topped $31 billion in 1963, according to the U.S. Department of Commerce. Output was up 13% over 1962, the most rapid rise yet reported, according to the latest survey by the Office of Business Economics (OBE).

Half of the 1963 sales increase was registered by European plants, led by a 25% jump in sales of automobiles and parts and sizable gains in chemicals and electrical machinery. The rate of increase in manufacturing sales accelerated in most of the European countries, and was outstanding in Italy, France and Germany. The largest absolute gains were nearly $500 million for Germany and $700 million for the United Kingdom.

Sales of Canadian plants also turned up sharply, sharing in the rising Canadian industrial production, and exceeded $10 billion in 1963. Here, as in other areas, a considerable part of the sales gain was in the transportation equipment industry.

Among the other developed countries the largest increases were in Australia and Japan, reflecting the intensive investment activity of recent years.

In the less-developed countries, there was comparatively little overall expansion of output by U.S. manufacturing plants. In Latin America the increase was about 7%, mainly in food products and chemicals, and there were reduced sales in some categories. Mexico and Venezuela showed substantial improvement, and Argentina recovered from the dip in 1962.

Local sales predominate

Most sales of manufactures by foreign affiliates—82%—are made in the countries where the plants are located. Of the $5.5 billion of export sales in 1963, only $1 billion came to the U.S. and $4.5 billion was exported to third countries. Export sales by these firms now account for approximately 10% of all exports of manufactured goods by countries other than the United States.

Exports from these foreign facilities to the United States did not rise materially in 1963 and are not much different from the 1957 amounts. Imports from Canada account for 75% of the sales into the U.S. market. Imports from Europe remain small and consist mainly of nonelectrical machinery and automobiles; in other areas only food products and chemicals enter in sizable amounts.

Sales of mining affiliates

In contrast to the rapid increase in sales of manufacturing affiliates abroad, the sales of mining affiliates have advanced 18% since 1957. As the prices of the major metals—copper, lead, zinc, iron ore, and bauxite—declined by approximately 10% over that period, the gain of output in physical quantities was roughly one third.

Most of the increase in mining output occurred in Canada, and was accounted for largely by new iron ore producers. In Africa there were increases in production or iron ore, and in Latin America the production of the copper-lead-zinc group, and of bauxite, were rising.

With the continued expansion of new production facilities abroad by U.S. companies, and an upward movement of prices since 1963, sales of these affiliates should move ahead at a somewhat faster pace.

Foreign operations of U.S. productive enterprise abroad are covered in detail by an article in the forthcoming October issue of OBE's monthly *Survey of Current Business*. The report provides latest data on sales and financing through 1963, and projected capital expenditures for 1964 and 1965.

The *Survey of Current Business* is available from Field Offices of the U.S. Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $4 including weekly supplements; single copy 30 cents.

California directory of exporters, importers planned

The San Francisco World Trade Center is preparing a state-wide directory of California manufacturers, exporters and importers. Over 14,000 questionnaires have been mailed seeking answers to the questions most frequently asked by traders and business firms.

Marketing Council plans for exports from Mississippi

A group of Mississippi businessmen has come forth with an ambitious program to sell more of the Magnolia State's products in world markets.

JONES

The program is a work of the Export-Import Committee of the new Mississippi Marketing Council, an agency formed with the active support of state officials to boost Mississippi's economy.

Under chairman Hermit A. Jones, Canton, Miss., manufacturer and member of the Louisiana-Mississippi Regional Export Council, members of the Export-Import Committee gave themselves "nine major projects of immediate importance." They hope to do these things:

- Encourage and assist Mississippi firms to exhibit in U.S. Trade Centers and take part in trade missions, exhibits and fairs.
- Publish trade leads and business opportunities for Mississippi manufacturers on a regular schedule.
- Compile and publish foreign-language editions of a Mississippi Foreign Trade Directory, listing the state's products and manufacturers.
- Set up a reference library for foreign and domestic buyers.
- Maintain a schedule of sailings from Mississippi ports.
- Tell the Mississippi production story through foreign trade associations and importers around the world.
- Establish liaison with foreign consulates and other government and private agencies in the field of foreign trade.
- Compile and maintain a file of linguists in the state who would be available for interpreting and translating.
- Encourage Mississippi youth to explore the opportunities of world trade and promote foreign-language studies.

Committee chairman Jones, president of Jones & Yandell Manufacturing Co., said representatives of the Mississippi Marketing Council worked out the program with the help of the U.S. Department of Commerce Field Office in New Orleans.

Bulgarians air a need for credit, materials

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

SOFIA—Four Bulgarians were meeting with two Americans in the three flight walk-up Chamber of Commerce offices, small, neat, wood-panelled rooms with steel-grey curtains. Outside, the autumn air had a frosty chill. On a more normal day the afternoon sun, bright as a school valedictorian, would have burned away the freezing fog by midday. But today the tree-covered mountains beyond the city, with their powder-puff caps of snow, were invisible as gremlins. The tall poplars that line Sofia avenues twitched restlessly in the cutting wind of a damp cold day.

Inside, Necho Tsarevski, a member of the Chamber's board of managers and chairman of the Bulgarian Foreign Trade Bank, was talking. He is a slight man, unsmiling, with few of the outward trappings of power, young enough in appearance to require an I.D. card in New York, as serious and single-minded as Paul Hornung kicking for the point.

"Bulgaria, a nation of eight million, is fast developing industrially," he said. "Already one out of five have moved to cities from the farm. We have always exported processed food, yogurt, handicraft, blown glass and some machines.

"Now add to this—steel products, pharmaceuticals, batteries and pumps. We are the largest producers of electric lift trucks among Eastern European nations.

"For ourselves we first need raw materials, fibres, cotton and some metals. Bulgaria does $400 million in two-way trade with Western nations. But of this $400 million, only $1 million is with the United States."

At this moment, a pretty Bulgarian girl brought in chocolates and a teacup of sugar which she dampened with two spoons of coffee. Drinking it was a lot like sipping custard pie. Mme. Tzvetana Balabanova, manager of the offices, alleviated the pained protocol with cigarettes from the good tobacco fields of Rhodope.

If TV commercials bother you, roadside billboards or publication advertising, you will love Bulgaria. Nothing is advertised, for in this Communist community, where everything but a wistful lover's kiss is owned by the state, there is no reason.

This, too, is the land of the attar, and roses grow profusely. They splash color in towns and villages, brilliantly blooming under the acacia trees. Oil from hundreds of miles of them, grown commercially in the country, is sold abroad for perfume-making.

"The Soviet Union has sent $2 billion in aid and loans since the war," remarked Ventzeslav Dimitrov, a public relations man assigned to obtain new foreign markets. "Bulgaria needs credit, for trade here is as seasonal as skiing."

Tsarevski interrupted. He said the U.S. Export-Import Bank now guarantees credit for corn and wheat to Hungary and cotton to Poland.

"But the existence of the cold war with Bulgaria is still deep in American business atmosphere," he stated blandly.

"We would like a trade agreement. We buy certain quantities of merchandise and your government does the same. We do not know how to work this out. It is easy for us, but I think not so simple in your country.

"Before the war we produced 150 exportable items. Now we have more than 700. Look at the beautiful Black Sea resorts of Drouzhba and Zlatni Piassatzi that have been developed on the Varna coastal strip.

"We need engineers and technicians. But communications are the first essential. Roger Siewert of Caterpillar is here now. Should an American be successful, the rewards are large, for whatever it is, one government agency buys for all Bulgaria."

He paraphrased immortal words of a well-known entertainer: "Why doesn't more U.S. business come and see us sometime?"

NASHVILLE CONFEREES hear Thomas G. Wyman, Acting Assistant Secretary for Domestic and International Business, in luncheon address on current challenges.

'Show-how' in demand

Latest industrial modernization conferences end, 1965 series planned

More than 4,000 business leaders have attended nearly a score of Commerce Department-sponsored industrial modernization conferences in many parts of the Nation during the past 22 months.

Latest cities to play host for these conferences have been Indianapolis, Grand Rapids, Nashville,, Albany, N.Y., and Hartford, Conn. (INTERNATIONAL COMMERCE, Sept. 28, 1964, pp. 2-3, and Oct. 19, 1964, p. 15).

Chambers of commerce, universities and business associations have worked closely with the Business and Defense Services Administration (BDSA) in sponsoring the events because all recognize the urgency of improving America's competitive strength at home and abroad.

Lessons of experience

Personal testimony from corporation executives at all the conferences in the recent series furnished evidence of industrial modernization's crucial significance. Some examples:

CHAMBER OF COMMERCE's Wagner at Indianapolis helm during opening of conference series.

► **Charles Meyers, Arvin Industries, Inc.** "Arvin is a $100 million business producing over 2,300 products in 10 cities, with two half-owned foreign companies. It is in the highly competitive automobile supplies, housewares and electronics industries and has over 5,000 employees. It has grown steadily since its founding in 1919.

"We have learned:

"1. Operating with obsolete equipment and processes is inefficient and costly.

"2. Methods and processes can become obsolete.

"3. Good modernization pays for itself by increasing productivity.

"4. Continuous upgrading is ideal, but sometimes drastic steps—like expansion, building or relocation—are necessary.

"5. Managerial planning must be meshed with over-all corporate planning.

"6. To avoid commitments to a policy which permits mediocrity.

"7. To identify and train latent talent, to tap new markets. . . .

HEADS SWIVEL every whichway to see variety of exhibits at typical conference.

MODERNIZATION-MINDED Geo. Donat (r.), BDSA, looks at devices.

"8. Finally, costs of modernization must be weighed against potential returns.

"Arvin's experience demonstrates that continued growth requires alert response to both changing economic conditions and needs of a dynamic society."

► **William Keller, Keller Manufacturing Co.** "They selected our company for discussion because if we could modernize and progress, then anyone could. Our furniture company has many advantages and disadvantages. We exploited the strong points and overcame the obstacles.

"Started in 1900 as a wagon manufacturer, this third-generation family company has moved into dining room furniture. We have a vertically integrated manufacturing operation using mostly local wood components. This highly competitive furniture industry is marked by frequent failures, stiff competition and under-financing.

"In the past five years our sales have more than doubled and our profits have gone up sixfold to a net 7% of sales and 20% on investment. Our work force has increased by 150 people to our present level of 400. Shipments exceed $6 million.

"Keys to our progress are: We develop manufacturing skills, including listening to our people. We plow money back into equipment. We learn and use a marketing approach. We use a budgetary control system. We have an active management incentive program, including share of profits. We constantly seek information and knowledge."

► **Richard G. Lugar, Thomas L. Green & Co., Inc.** "A recent report on hydraulic pumps illustrates the relationship of all the marketing variables. The company redesigned its line from 110 models to six to improve quality, increase market potential and lower costs, spending a third of a million dollars for new equipment.

"Sales increased 50% and an 11% materials saving resulted from reduction from 105 to 65 parts.

"The market plan had to include the following factors to assure success: projection of profits at the selected price, to permit financing; plans for service to major customers, and appraisal of customer response; effects of change on plant, utilities, sales and production work force, transportation, packaging, promotion, accounting and inventories; and adequate flow of reports to indicate success or to permit prompt change if plan was failing.

"In order to remove export marketing from the realm of mysterious and reckless adventure, the marketing plan should be sufficiently broad-gauged to permit expansion into exports because of the profit potential."

INDIANA UNIVERSITY's Dr. A. Weimer hails era.

► **James Malone, Serbin, Inc.** "The solution our medium-priced ladies apparel company found to the question, 'How to be competitive and yet make a profit?', was, 'Better efficiency through planning and automation.'

"We discovered that our facilities were inadequate and that we needed larger physical properties. During construction we improved those operations which were least retarded by the inadequacies of the old plant. Our shipping and order-handling operations were completely overhauled on the advice of a consulting engineer.

"Improvements were made in the racks for storing stock, trolleys for moving stock, conveyor for moving orders to checking and packing, conveyor for selecting boxes for each order, conveyor from invoicing to selling and shipping, and invoicing—for which an IBM calculator is being used. This equipment also permits modern controls, data collection and reporting on orders, salesmen's commissions, sales analysis, mark-up and markdown controls, and similar clerical functions. . . .

"We are constantly searching for ways to automate, so that we can increase reliability and efficiency and reduce chances of human error. We use photography to copy master markers. An electric knife cuts goods. The bias machine automatically cuts what is needed. . . .

"In these ways and with this approach we stay competitive in both domestic and foreign markets."

A 1965 schedule of industrial modernization conferences is now in preparation at the U.S. Department of Commerce, and announcements of dates and places will be made shortly.

21 companies new to exporting field among exhibitors in Duesseldorf fair

Manufacturers of women's, children's wear seek to capture share of lucrative apparel market in Germany; show held Oct. 25-29

Twenty-one U.S. manufacturers of women's and children's wear, who have never before sold abroad, have embarked on a program to capture a share of the lucrative apparel market in West Germany.

The new exporters, along with 14 other U.S. manufacturers and a trade specialty financing firm, participated in a U.S. exhibition during International Sales & Fashion Week in Duesseldorf, Oct. 25 to 29.

1965 lines

The U.S. exhibition was staged by the Commerce Department's Bureau of International Commerce (BIC) as part of its export expansion program. Under the theme, "Fashions, U.S.A.," the American manufacturers are showing their 1965 spring and summer lines, including mink pelts, ladies, teen and subteen outerwear, sportswear, rainwear, lingerie and foundation garments, as well as children's and infants' apparel.

The exhibition was a follow-up of the highly successful trade show the Bureau staged at the 1963 Duesseldorf fair, when U.S. exhibitors made spot sales of over $111,000, and expected another $1 million in subsequent sales.

In addition to sales, American exhibitors are seeking trade contacts and agency representations for future business in West Germany, Scandinavia, and other European markets.

Well established

The Duesseldorf International Sales and Fashion Week is well established in the garment trade. The fair is restricted to buyers and is considered the most important wholesale promotion for both ladies' and children's wear in West Germany.

More than 800 garment manufacturers show their collections at each fair to some 20,000 buyers. The first U.S. exhibition at the Duesseldorf fair in 1963 attracted more than 18,000 buyers from West Germany and other European countries.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Show in Wellington results in business totaling $840,000

Centrally located U.S. court seen by over 200,000 visitors

The showing of American products at the second Wellington International Trade Fair has resulted in new business totaling more than $840,000. The 15-day fair ended Sept. 5.

The U.S. court, centrally situated at the triennial show, was seen by almost all of the 218,000 visitors. Among the American products exhibited were:

Electronic, food-handling and sports equipment; woodworking, printing and other industrial machinery; household appliances; an automobile and many smaller consumer items.

Complementary

A Department of Commerce-sponsored Business Information Center (BIC), staffed by U.S. Embassy personnel, complemented the court exhibit and assisted U.S. firms in locating trade prospects.

The next Wellington international fair is scheduled tentatively for 1967. The American Commerce Association, a recently formed organization, already has initiated plans for a much larger U.S. display than the one held this year.

Potential buyers across the globe can be reached

Fairs, centers, trade missions represent good path to trade

Potential buyers across the globe can be reached in a number of ways, especially through international trade fairs, U.S. Trade Center shows, and visiting trade missions.

Dates for important shows and missions are listed in the exporter's calendar on the opposite page.

Exhibits in commercial fairs where the United States is participating are selected after a careful study in the area has shown a need and a market for the products.

Picture of life

U.S. national exhibits are held to present a picture of life in the United States and are usually held in developing countries and in Soviet-bloc lands.

The U.S. trade centers are located in London, Bangkok, Frankfurt, Tokyo and Milan. A sixth center, in Stockholm, will be opened next spring. Products shown in these events are limited to specific product lines, and are open by invitation to buyers, agents, wholesalers and retailers. American firms exhibiting there must arrange to have their own representative present during the show.

On the move

Trade missions go out periodically to areas where market surveys have shown there is a good chance of increasing U.S. trade. Outstanding U.S. businessmen usually serve on these missions and they visit businessmen and association officials overseas, establishing direct person-to-person contacts between interested businesses.

They carry business proposals from U.S. firms with them and bring back counter proposals which are circulated in the U.S. business community.

Write: Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Export expansion dates

Nov. 3 - 13—LONDON Trade Center—bakery processing equipment*

Nov. 7 - 22—GUATEMALA—U.S. national exhibition*

Nov. 7 - Dec. 6—GREECE—trade development mission

Nov. 9 - 14—FRANKFURT Trade Center—special purpose digital and analog computers (local)*

Nov. 10 - 20—TOKYO Trade Center—packaging machinery and equipment*

Nov. 18 - Dec. 3—BANGKOK Trade Center—American products show (local, tentative)

Nov. 28 - Dec. 9—DAR-ES-SALAAM—U.S. national exhibition*

Dec. 1 - 8—MILAN Trade Center—commercial laundry and dry cleaning equipment

Dec. 2 - 9—FRANKFURT Trade Center—advanced mechanical fasteners and techniques*

Dec. 8 - 18—LONDON Trade Center—electronic controls for industrial processes

Jan. 13 - 20, 1965—FRANKFURT Trade Center—institutional catering equipment

Jan. 13 - Feb. 12, 1965—BANGKOK Trade Center—building materials and hardware*

Jan. 15 - Feb. 14, 1965—COLOMBO—industrial exhibition (U.S. national)

Jan. 19 - 29, 1965—LONDON Trade Center—factory and office maintenance equipment

Jan. 23 - 31, 1965—MILAN Trade Center—institutional catering equipment

Jan. 24 - Feb. 14, 1965—CARACAS—international trade fair (U.S. national)

Jan. 25 - Feb. 12, 1965—TOKYO Trade Center—U.S. Travel Service (tentative)

Feb. 5 - 28, 1965—MONTEVIDEO—U.S. national exhibition (may possibly be in international industries fair)

Feb. 17 - 24, 1965—FRANKFURT Trade Center—costume jewelry (tentative)

Feb. 20 - March 20, 1965—PHILIPPINES—industrial machinery trade development mission

Feb. 23 - Mar. 5, 1965—LONDON Trade Center—U.S. Department of Agriculture exhibition

Feb. 20 - 27, 1965—MILAN Trade Center—high fidelity and stereo equipment

Feb. 27 - March 27, 1965—INDIA—investment and industrial development trade mission

March 5 - 19, 1965—TOKYO Trade Center—processed foods (USDA)

March 7 - 28, 1965—NAIROBI—U.S. national exhibition

March 8 - 16, 1965—UTRECHT—Royal Netherlands Industries Fair—industrial and commercial gas equipment

March 10 - 17, 1965—FRANKFURT Trade Center—specialized business machines and systems (tentative)

March 16 - 26, 1965—STOCKHOLM Trade Center—packaging machinery and equipment

March 17 - April 16, 1965—BANGKOK Trade Center—metal working equipment (tentative)

March 18 - 25, 1965—MILAN Trade Center—housewares

March 30 - April 9, 1965—LONDON Trade Center—small printing equipment

April 12 - 25, 1965—MILAN Trade Center—U.S. Department of Agriculture—U.S. foods and agriculture

April 16 - May 5, 1965—TOKYO—International Trade Fair—leisure goods and equipment

April 19 - 23, 1965—TOKYO Trade Center—air pollution control conference and exhibit (tentative)

April 21 - 30, 1965—LONDON—international engineering exhibition—factory modernization equipment

May 1965—SEOUL—U.S. national exhibition

May 15 - June 12, 1965—COLOMBIA—building and investment trade development mission

June 1965—POZNAN—U.S. national exhibition

June 1965—QUITO—U.S. national exhibition

*Fully booked

IN EL SALVADOR

Machinery's the thing

Commercial attache says U.S. exporters must study market, name top-flight agents

By MELVILLE A. SHAW

Commercial Attaché, U.S. Embassy, San Salvador

The outlook for increasing U.S. exports, especially machinery, to El Salvador in 1965 is good.

SHAW

The machinery exporter must study the market to find out what new factories are being built or planned, which could serve as customers for his products. Besides the U.S. Embassy, there are numerous other sources of information on El Salvador's growing construction industry.

This sort of information is available from the Instituto Salvadoreno de Fomento Industrial (INSAFI). This Government institution, which makes extensive feasibility and market research studies for prospective investors, is doing an excellent job of attracting foreign investors and encouraging local capital to participate in manufacturing. The U.S. Embassy recommends that all salesmen visiting El Salvador pay a call on INSAFI. INSAFI's New York office at Room 2016, 630 Fifth Avenue can also be a source of information and assistance.

The Agency for International Development (AID) recently approved a $5.2 million loan to Financiera de Desarrollo e Inversion, S.A., a newly formed Salvadoran private development bank. When this bank begins operating additional financing for the purchase of U.S. made equipment will be available to stimulate sales.

The present emphasis in El Salvador's economic development is on manufacturing and the improvement of agricultural production. Plans call for modernization and expansion of the textile industry, food processing, and building new chemical and pharmaceutical plants.

Aggressive, knowledgeable agents are more necessary now than in the past. Previously, sales agents looked for consumer items with well known brand names. Such articles practically sold themselves, and the agent only had to make periodic calls on the customers to pick up the prepared order.

Different proposition

Selling factory machinery is a different proposition. It involves detailed knowledge of the machines and an awareness of what is going on in the community. Several factory owners here have stated that although they have nothing against U.S. equipment, they have bought European machinery because no approach was made by U.S. firms.

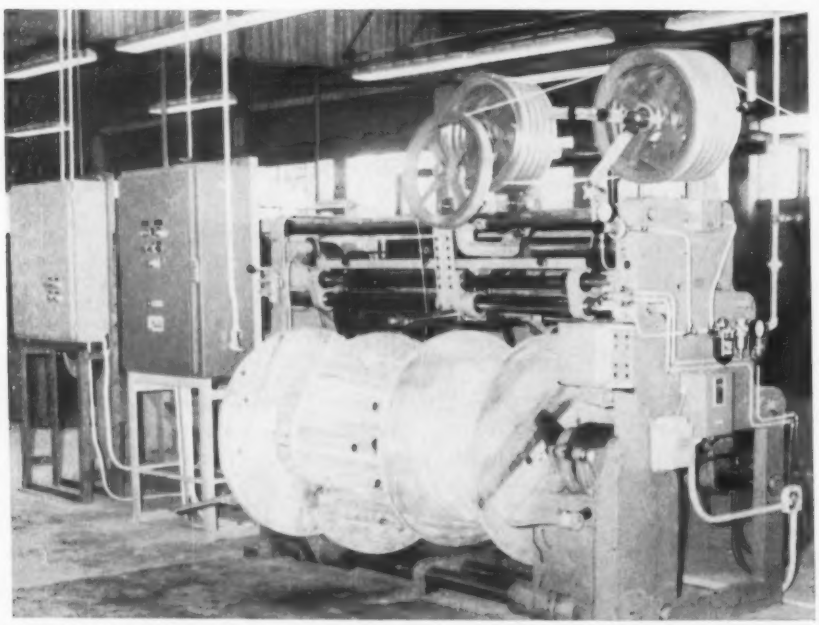
El Salvador no longer has a provincial approach to textile manufacturing, and plant owners are planning to replace and up-date equipment to meet the present and anticipated demand for textiles.

The Japanese-owned textile mill here has shown the way with its modern machinery and streamlined production techniques. Other local manufacturers will follow but will not necessarily buy Japanese machines. These textile men recognize the advantages in buying from a closer source of supply, from which spare parts are quickly available.

Present plans call for the purchase of spinning, weaving and preparation equipment. According to a member of the U.S. Department of Commerce Trade Mission which visited the country recently, U.S.-made dyeing and finishing equipment is considered too heavy for local needs.

There is a lot of interest in food processing plants, particularly the canning or freezing of the juices and purees of pineapples, oranges, lemons and mangoes. Salvadorans would like to set up working arrangements with U.S. firms for the processing of these tropical fruits for the U.S. market.

INSAFI has already made feasibility studies along these lines as well as for



SPARKLING NEW MACHINES are becoming more and more common in El Salvador factories, and the U.S. Commercial Attache in San Salvador encourages U.S. exporters to cultivate this fast-growing market.

factories to produce candies, jellies and jams. These plans are now in the stage where U.S. machinery makers should begin to take an interest, to preclude the loss of this business to others.

Automatic packaging machinery has become necessary to meet improved sales in the food line, providing a fine opportunity for the U.S. exporter. El Salvador would also like to have a breakfast food factory before the passing of another year.

The dairy industry is in its infancy here, and hence makers of dairy equipment should now be starting an education and sales campaign. The same can be said for meat production, where plans are under way for a modern slaughterhouse. Much of the $1.9 million portion of the AID Agricultural Development Loan set aside for livestock improvement will be used to purchase purebred stock in the U.S.

One U.S. meat processor has already formed a local joint venture corporation for canning meat products, and this will have a tremondous impact on the cattle and hog production methods used in this country.

Agricultural improvement is the order of the day here, and imports of tractors, plows, discs, drills, harrows are constantly increasing. Unfortunately, European firms are getting more than half of this business, but U.S. producers can stop this trend by making a greater sales effort in prices, terms and service.

Get a horse

Small farmers would like to buy horsedrawn agricultural equipment which most U.S. firms no longer make. Some U.S. firm could reactivate its horsedrawn equipment branch to supply this and other developing markets.

Other agricultural aids which will undoubtedly be purchased here in large quantities in 1965 will be insecticides, fertilizers and irrigation equipment.

Chemicals and pharmaceuticals are continuing to attract the attention of local and foreign investors. As the demand for consumer chemical products increases there is a growing tendency in El Salvador to establish industries that import the basic chemicals and then blend, formulate, or do some simple transformation to attain the final product. Paints, detergents, soaps, insecticides, pharmaceuticals and adhesives are among the consumable chemical compounds already being made or at least mixed here.

The next step will be the establishment of small scale intermediate chemical operations involving some of the more basic inorganic chemicals.

CONSTRUCTION WORK on the installation of a fifth generating unit at El Salvador's Guayabo power project. Development projects are creating a growing market for purchases of U.S. machinery. (UN Photo)

There is strong competition for the machinery and equipment to supply this market from European and Japanese firms which have learned how to design plants for small markets.

Up to now most U.S. companies do not seem aware of the possibilities for starting new ventures whose potential sales volume would be considered too small to be economical in the U.S. For example, aerosol filling operations of all kinds have become very interesting to the Salvadorans.

Metal working machinery is another field at which U.S. exporters should take a close look. There is already a plant here making aluminum extrusions, and other plants which make simple jalousies, plain aluminum furniture and pots and pans. More complicated aluminum finished products will soon be made and the extrusion plant will probably be expanded. There are plans for the purchase of a steel rolling mill.

Other projects that may mean business for U.S. exporters include: printing plant expansion, a new factory to make artificial leather, a company to make phonograph records, and a $700,000 AID loan to establish rural health units. This last mentioned project will involve the purchase of clinical equipment and construction components.

Housing construction will continue, and while the use of locally produced materials will predominate, bathroom fixtures, kitchen installations, electrical installations and other equipment will be imported.

A warehousing and distribution center and a new lighting system for San Salvador are in the talking stage.

Summary of Eximbank activity

July 1, 1963-June 30, 1964

	Number	Amount Authorized (millions)
Project and Equipment Loans	58	$ 570.2
Commodity Loans	2	177.2
Exporter Credits	3	30.9
Guarantees to Private Banks	554	215.3
Guarantees to Exporters	19	1.5
Consignment Insurance	52	2.9
FCIA Insurance (Medium-Term)	792	61.1
FCIA Insurance (Short-Term)	1,726	683.4
Total	**3,206**	**$1,742.5**

Eximbank reports on year's activity

Authorized $1.7 billion to aid sales of U.S. goods and services

The Export-Import Bank authorized a total of over $1.7 billion in loans, guarantees, and insurance during Fiscal Year 1964 to help finance the sale abroad of United States goods and services.

Included in the authorizations were $570 million in long-term project loans, an increase of $45 million over 1963. Eximbank medium-term guarantees to commercial banks were $215.3 million, up $3.6 million over Fiscal 1963. In association with Eximbank, export insurance against credit and political risks written by the Foreign Credit Insurance Association, both medium and short-term, totalled $744.5 million, compared with $569.3 million in the previous year. At the end of the fiscal year, Eximbank had commitments outstanding in the form of loans both disbursed and undisbursed, guarantees, and insurance of $6 billion.

The long-term loans helped finance a variety of projects around the world, ranging from $300,000 each for a sawmill in Colombia and an ice plant in Senegal, to a $100 million credit to Instituto Mobiliare Italiano which will be relent to Italian industry for dollar costs of United States purchases. Other large loans included $26 million to help modernize Mexican railways and $27 million for a fertilizer plant in India.

The Bank is speeding up its bank guarantee and insurance programs. Since the end of the fiscal year the Bank has authorized participating banks to commit Eximbank to guarantee certain transactions in selected countries without prior approval by Eximbank. FCIA has been granted comparable authority in the issuance of medium-term export credit insurance policies.

Dollars flow back

The flow of dollars back to the United States through Eximbank from repayments of principal on loans, interest and fees from the sale of participations in loans in the Bank's portfolio, totalled $845 million. This figure, constituting a contribution to the U.S. balance of payments position, takes no account of payments received by exporters or commercial banks on Eximbank insured or guaranteed credits.

Administrative expenses of the Eximbank were slightly over $3 million and interest paid to the U.S. Treasury was $34 million. The Bank had a net income of $120 million, out of which a dividend of $50 million was paid to the Treasury in July. The balance of $70 million was added to the Bank's retained income reserve, which totalled $880 million at year-end. All of this reserve is available for defaults and other contingencies.

Israeli oil refinery granted $4 million Eximbank loan

The Export-Import Bank has authorized a $4 million loan to Haifa Refineries, Ltd., Israel, to help finance dollar costs of a $10 million modernization program.

Proceeds of the Eximbank loan will be used to buy from U.S. suppliers goods and services for new desulphurization and sulphur recovery units and equipment for modernizing two crude oil refining units. The sulphur removal equipment is needed because of a shift by Haifa Refineries to a crude oil source in Iran which has a high content of corrosive sulphur.

Modernization of the refining units will increase efficiency and capacity to meet increasing demand for refined petroleum products. Litwin International, Inc., Wichita, Kan., will provide engineering and technical services.

Haifa Refineries, the only processor of crude oil in Israel, was established in 1939 as a private corporation with British, Dutch, and U.S. firms sharing in its ownership. These foreign interests were later sold, and since 1959 all stock in Haifa Refineries has been held by the Israeli Government.

The Eximbank loan, guaranteed by the Israeli Ministry of Finance, is repayable in eight years beginning in 1966.

U.S. export privileges denied Hong Kong firm

The China Resources Co., a Hong Kong export-import concern, has been denied all U.S. export privileges indefinitely for failure to furnish requested information about the suspected reexportation of U.S.-origin commodities from Hong Kong to Communist China.

The sanctions were invoked after an investigation by the Bureau of International Commerce. They apply also to the Wah Yun Co., and the Hua Jun Co., other trade names under which China Resources operates.

All outstanding validated export licenses in which the Hong Kong concern has an interest are revoked, and any successors also are denied export privileges for commodities or technical data. Other parties also are forbidden to participate with the respondents in export operations.

The suspension order will be effective until the respondent has complied with requirements.

EEC issues first decision banning exclusive dealership agreement

Commission decides two firms violated Rome Treaty's anticartel provisions by restraining competition

The European Economic Community Commission for the first time has declared an exclusive dealership agreement between two Community firms to be in violation of the Rome Treaty's anticartel provisions.

The agreement, between a German firm, Grundig Sales Company, and a French firm, Consten Company, had vested in the latter sole selling rights for Grundig radios in France.

Grundig reinforced Consten's exclusive territory by prohibiting Grundig dealers in other countries from exporting such products to France, by exclusively licensing Consten to use a special trademark ("GINT") for Grundig radios in France and by discouraging other French companies from importing Grundig radios.

The Commission decided that the agreement restrained competition in violation of the provisions of Rome Treaty Article 85(1) and could not be approved under the exceptions of Article 85(3). In addition, the Commission prohibited both Grundig and Consten from restricting imports of radios into France. In this connection, it stated that their exclusive sales arrangement restrained not only the freedom of business activity of the parties themselves but also of firms outside the agreement.

The Commission also pointed out that customers for Grundig radios in France were being denied the opportunity of making their purchases from other suppliers. It ruled that restraint of competition in the sale of products of the same brand may constitute a restraint of competition under the proscriptions of Article 85(1).

The Commission emphasized that its decision in this case was not intended to apply to all exclusive distributorships. It has asked the EEC Council of Ministers for authority to grant blanket clearance to dealership agreements which contain exclusive sales, warehousing and servicing rights but no other provisions in restraint of competition. Until such authority is received, the Commission will continue to issue decisions on individual agreements in terms of their consistency with EEC antitrust policy.

So far, the Commission has granted three "negative clearances" from antitrust action to exclusive dealership arrangements between Community firms and those in non-member countries (Nicolas Freres and Vitapro, Ltd., Grosfillex and Fillistorf, and Mertens and Staet and Bendix (INTERNATIONAL COMMERCE, June 8, July 13, Sept. 7, 1964). In a fourth case, Community pottery producers abolished a collective system of exclusive dealerships upon the Commission's recommendation.

Ivory Coast enacts new mineral code

The Ivory Coast has adopted a new mineral code classifying all mineral or fossil deposits as either quarries *(carrieres)* or mines *(mines)*.

Quarries are considered part of the soil and are subject to property laws. Mines are considered to be the domain of the State.

The Government will issue permits for prospecting and exploitation. Permits for prospecting are issued to companies selected by the Government and these companies may obtain a permit of exploitation upon proof that an exploitable deposit exists.

For exploitation of important deposits companies may enter into concession agreements with the Government.

For a copy of the law, in French, on loan, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Ecuador ups fee for forms

The fee for a set of six consular invoice blanks required on shipments to Ecuador has been increased from $2 to $3.

More pioneer certificates granted by Singapore

The Singapore Government has announced the addition of three new product categories in three industries to the Schedule of Pioneer Industries and Products.

The Singapore Pioneer Industries Ordinance of 1959 provides for the encouragement of new industries by means of relief from income tax for a five-year period. The industries are extraction of essential oils, food preparation, and manufacture of latex articles.

The new products are essential oils, all types; agar agar, all types; and dipped and casted goods. The Government also announced its intention to add 19 new products to the Pioneer Schedule. These include pig iron and alloy steel, copper products, glassware and cathode ray tubes.

These are the first products added to Singapore's Pioneer Industries Schedule since the creation of Malaysia on September 16, 1963. Up to that time, 119 pioneer certificates, covering 225 products, had been issued by the Singapore Government. The Singapore Government is now resuming the issuance of pioneer certificates to new industries, subject to Federal Malaysian Government approval.

For complete listing of Malayan and Singapore pioneer industries and products, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

EEC issues directive on products of high seas

The European Economic Community Commission has issued a directive to enable Community treatment to be given to products caught on the high seas by fishing vessels of one EEC country and transported directly to another Member State.

Formerly a vessel had to return to its port before its catch could be accorded Community treatment. Now the products will be considered to have originated in the Member State to which the vessel belongs.

A special administrative form must be filled out by the authorities of the fishing vessel to obtain this treatment, and, in certain cases, it must be accompanied by other papers.

For the full text of this decision, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Austria liberalizes non-farm imports; move should boost U.S. export sales

All but 12 non-agricultural items affected by early reduction; cut in import duties on 90 commodities will also help U.S.; announcement expected soon on liberalizing several farm items

On October 1 Austria abolished quantitative restrictions on all non-agricultural imports with the exception of the following 12 items: lignitic coal, solid caustic soda, penicillin, matches, motion picture film, jute products, certain blankets and rugs, worked stone, mirrors, secondary batteries, furniture and furniture parts, and brushes.

This liberalization move frees approximately 80 commodities from import licensing controls. The move had been originally scheduled for January 1, 1965.

A new timetable has also been announced for liberalizing those industrial items still subject to controls; caustic soda will be liberalized at the end of 1965; matches, blankets and rugs, worked stone, mirrors, secondary batteries, furniture, and brushes at the end of 1966. No date has been set for the remaining four positions.

Several agricultural items are being considered for possible liberalization, and an announcement is expected shortly. However, products which cover some 40 tariff positions and include products coming under Austrian Marketing Laws (such as grains and meal), plus wine and several kinds of vegetables will remain subject to quantitative restrictions.

To make the price stabilization program more effective, import duties on approximately 90 commodities were substantially reduced (cuts ranged from 20 to 30%). Effective October 1, these tariff reductions became available upon application by the importer. The duty cuts should substantially increase the sales potential of many U.S. products.

Duties on the following items were completely waived: oranges, mandarines and clementines, grapefruit, poppy seeds, preserved pineapples and preserved peaches, and thick fruit juices. Other reductions, with previous rates in parenthesis, are as follows (specific rates are in Austrian Schillings [1AS = 3.8 cents] per 100 kilograms):

Frozen vegetables, 15% (28%); frozen fruit without added sugar, 15% (25%); roasted coffee, AS 700 (AS 1,050); tea packed for retail sale, AS 800 (AS 1,000); hop extracts, 4% (15%); margarine, imitation lard and other prepared edible fats, 18% (22%); unsweetened cocoa powder, 14% (29%); chocolate and other food preparations containing cocoa, 25% with a minimum of AS 360 (32% with a minimum of AS 460); canned fish, AS 110 (AS 220); preserved tomatoes in containers of 15 kg. or more, AS 50 (AS 80); jams, jellies, and marmalades, 12% plus AS 160 (15% plus AS 400);

Detergents, 15% (23%); shoe polishes and creams, furniture and floor waxes and the like, AS 700 (AS 910); plastic articles, 22% (28%); rubber wearing apparel, 20% (28%); leather goods, 17% (20%); wood articles, 21% (27%); multicolored wallpaper, 19% (26%); carbon and other copying paper, 22% (28%); other paper cut to size, 20% (25%); woolen yarns, 11% (17%); cotton yarns, 16% (20%); linoleum, 26% (34%); stockings, socks and the like of wool, cotton, or man-made fiber, 22% (30 to 32%); knitted and crocheted underwear and outerwear, 22% (30%); handkerchiefs, 23% (30%); woolen shawls and scarves, 23% (30%); corsets, bras, garters, 25 to 30% (32 to 35%); made-up accessories for articles of apparel, 25% (30%);

Traveling rugs and blankets, other than woolen, 19% (26%); curtains and household linen, 23% (30%); rubber footwear, 20% (30%); small household mechanical appliances, 19% (25%); double-edged razor blades, 20% with a minimum of AS 1,000 (30% with a minimum of AS 3,000); manicure kits, 16% (22%); locks and keys, 21% (28%); lamps, 20% (32%); refrigerators of a capacity not exceeding 120 liters, 13% (17%); other refrigerating apparatus, 14% (18%); water heaters, 23% (32%); domestic scales and spring-operated weighing machinery, 20% (26%); laundry machinery with a dry linen capacity of not more than 12 kg., 19% (23%);

Sewing machines and sewing machine heads, 17% (27%); electric ranges and hotplates, 22% (30%); cycles without motors, 26% (34%); baby carriages, 19% (23%); dolls of rubber or plastic, 22% (28%); other toys and models of rubber, plastic, paper mache, or plush, 24% (28%); fountain pens and ballpoint pens, 24% (30%); pencils, crayons, and lead, 22% (28%); lighters, 15% (25%); combs of all types, 23% (28%).

Argentine Government sets foreign investments' position

The Argentine Secretariat of Industry and Mining has issued the following statement to clarify the position of approved foreign investments in relation to the exchange controls introduced last April. (INTERNATIONAL COMMERCE, June 1 and June 29, 1964).

"As a result of the new measures adopted by the Central Bank of the Argentine Republic with regard to exchange and the transfer of exchange abroad, the Secretariat of State of Industry and Mining wishes to advise all interested parties and companies that the terms of Law No. 14780 (Capital Investment Law) have not been modified. Consequently all benefits afforded thereby remain in effect, including Article 4 whereby it is established that 'Investments authorized under the provisions of this law shall be registered at the free market rate of exchange and the investor shall be permitted to transfer the annual net and realized profits accruing from them to the country of origin through that market. The repatriation of capital shall not be subject to limitations other than those which may have been expressly stated at the time the investment was authorized.' "

Iraq allows drug firms to set up promotion centers

Drug companies that may be interested in setting up scientific centers to promote their products in Iraq are required to apply for permission from the General Drugs & Chemicals Imports & Distribution Company, P.O. Box 486, Baghdad. Application forms are available from the above company upon request.

Information regarding conditions under which scientific centers may be established is available from the Chemicals and Allied Products Division, Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230.

August exports dip, but yearly rate 14% ahead of '63

Seasonally-adjusted U.S. exports during August totaled $2,084.9 million, about 1% below the July total but 10% higher than August 1963.

For the first eight months of 1964, seasonally-adjusted exports were running at an annual rate of $24,666 million, about 14% higher than the rate for the same period of 1963.

German manufacturers offer licenses to produce linings, blowers and felt

Three prominent German manufacturers are seeking U.S. licensees to produce a special lining process for large vessels, shell mold and core blowing machines, and a newly developed process for the manufacture of hollow felt articles primarily for footwear.

For additional information on these products and the names and addresses of the manufacturers, **Write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., referring to the appropriate file number assigned each opportunity described below.

- Well known manufacturer of large steel containers and apparatus for use in the chemical, food and beverage industries desires to license its special lining processes to a U.S. manufacturer or to sell the processes outright. One of these processes provides a special lining for tanks and containers used in the food and beverage industries. Benefits claimed by the company are long service life, impact resistance, elasticity and tastelessness. Defects caused by mechanical damage are easily repaired. The other process concerns lining of both new and old containers of steel and concrete with thin stainless steel sheets. The company asserts that work can be done at the site and there is no danger of damaging the surrounding areas such as insulation, tiling. **File 1282.**
- Company seeks a licensee for the U.S. production of its shell mold and core blowing machines which are suited for the manufacture of complicated molds and cores. One type of machine can be equipped with two core-boxes or two metal patterns, making it possible to increase capacity, by using an auxiliary stripping-station. Another machine, according to the firm, is equipped with a hydraulic press; thus increasing accuracy and surface quality of the molds and cores. This machine also can be used for the production of molds and cores with double contours. **File 1283.**
- A license covering a newly developed process for the manufacture of hollow felt articles principally for footwear and some technical purposes, is offered U.S. manufacturers from Germany. The process is patented in the U.S., Germany and several other European countries. The German enterprise asserts that the new process, which does not deteriorate the quality and physical characteristics of the felt, as conventional methods do, will be of particular interest to military authorities. In addition, however, it has extensive application to production for civilian purposes. One very practical advantage of the process claimed by the company is that it permits manufacture of linings for rubber and leather footwear that is accurately sized and shaped thus creating greater customer satisfaction and comfort. **File 1284.**

U.S. investment wanted for Argentine motel project

An Argentine firm with experience in construction of apartments and office buildings wants a joint venture with an experienced U.S. company in the construction and operation of five 24-room motels on the outskirts of the city of Mar del Plata.

According to the firm, it has organized a limited liability partnership for the project, which, after or upon admission of the U.S. participant, will be converted into a corporate structure.

A total investment of approximately $280,000 is contemplated. The U.S. investor is offered a 50% equity, equal participation in management and an equal share in profits. In addition to providing 50% of the capital, the partner will be requested to furnish technical counsel as well as advice concerning financial aspects of the project.

On its part, the Argentine firm will also contribute the required skilled personnel, necessary machinery and equipment and a large stock of available construction material.

It is reported that Mar del Plata attracts hundreds of thousands of tourists during the summer months and has the additional advantage of a large casino, making the area a year round attraction. Current difficulties in finding lodging during the peak tourist months is a known factor and contributes to the promising aspects of the proposed venture.

Write: Bureau of International Commerce, Office of International Investment, File 2-7011-5-B, Department of Commerce, Washington, D.C., 20230.

Air conditioner assembly requested by Venezuelan

A Caracas manufacturer of kitchen cabinets and refrigeration units is interested in local assembly of U.S. packaged air-conditioning units and possibly institutional kitchen and laundry equipment.

The collaboration could be by contract, licensing or, in the event substantial capital is needed for additional production equipment, a joint venture.

The Venezuelan firm considers the time right for local assembly of brand name U.S. home type air-conditioners. Once assembly begins in Venezuela, according to the firm, prior import licensing requirements can be expected.

The firm is not interested in acting as a distributor, but rather as a manufacturing contractor.

It is reported that the company is experienced in producing units of its own design for industrial and commercial purposes. It does all of the sheet metal work and imports only refrigeration mechanism, electric motors, not produced locally. The firm's management is composed of engineers and its labor force ranges from 10 to 40 employees. According to the company, its annual volume has more than tripled over the past two years.

Write: Tecnica de Refrigeracion Industrial S.A., Final 3a Transversal, Boleita, Caracas, Venezuela.

Libya wants consultants to make feasibility studies

The Libyan Government would like to contact qualified industrial engineering consultants to prepare feasibility studies on five industries.

The industries concerned are an automobile assembly plant in Tripoli; small appliance assembly plant (motors, pumps, fans, coolers) in Tripoli or Misurata Industrial Estate; pharmaceutical packaging plant in Tripoli; glass bottle manufacturing plant in Tripoli; and wrapping paper manufacturing plant in Benghazi.

The Government reportedly would favor operation by private enterprise of any of these projects found feasible, either Libyan with possibly foreign managerial and technical assistance, or entirely foreign. Firms interested in exploring this opportunity are requested to act promptly in making known the availability of their services.

Write: Minister of Industry, Libyan Ministry of Industry, Tripoli, Libya.

Malaysia paper firm seeks expansion through joint venture

Plans construction of buildings to accommodate new activities

A Malaysian firm of paper converters, established in 1952 and reported to be well organized and capably managed, is interested in a joint venture with an experienced U.S. paper firm.

The purpose of the proposed venture is expansion. The firm has formed a separate company, in order to provide new production facilities for a line of paper products not formerly handled. A new company had to be organized in order to obtain Pioneer Industry Status, the parent company having been established prior to the advent of this type of incentive.

The new company intends to construct additional buildings at its present factory to accommodate a new range of activities. These would include the manufacture of paper napkins, exercise books, multicolor polyethylene and cellophane bags, plastic cups, corrugated board and cartons, envelopes, carbon paper and paper cutting from reels to sheets.

Total investment for the contemplated expansion is approximately $1 million. The machinery required is that necessary to produce the above-named articles.

Technical know-how

A U.S. firm participating in the venture will be called upon to supply technical know-how as well as financial participation in the form of machinery and equipment. Second-hand machinery in excellent condition would be considered. The company's directors estimate the potential rate of return on investment to be from 15 to 30%.

If Pioneer Status is received, special benefits which include such incentives as tax-free status for five years, preferential purchasing, and tariff protection will be obtained. There is no restriction on capital repatriation or profit remittance, including depreciation. Foreign residents and corporations are treated on the same basis as residents for taxation purposes. There are no government restrictions, controls or competitive industries.

The directors estimate the new company's production will amount to approximately $1.6 million per year with a rough cost of about $1.3 million.

Plans to manufacture the following items in the quantities noted follow:

Exercise books, 100,000 per day; carbon paper—legal size, 3,000 to 5,000 boxes of 500 sheets per box per day; paper napkins, 5,000 boxes per day; plastic cups, 20,000 per day; envelopes, initially 5¾" x 3½", 10,000 pieces per day; and corrugated board cartons, 3,000 to 5,000 cartons per day.

It is estimated that the domestic market will take some 70% of the production, the remainder to be exported. Europe and Japan are the present sources of supply and will provide the competition once the factory is installed.

Since it is expected that the sales price for these items will be 10 to 15% below the imported goods, the market is expected to be good from the beginning. Transportation is readily available in Malaysia and adds approximately 5% to the cost. The normal method of distribution is by salesmen using trucks, adding an additional 5% to the cost. The probable period of reasonable turnover will be in the neighborhood of five years.

Write: Lee Tian Yew, Managing Director, Singapore Paper Products, Ltd., 315 Alexandra Rd., Singapore 3, Malaysia.

License sought by Mexican to make nuts, bolts, screws

A Mexican manufacturer of bolts, nuts and cap and set screws is interested in securing a license from an established U.S. firm to make high resistance screws and nuts.

The Mexican firm uses U.S. standards on its present production of nuts, bolts and screws. Details of any licensing arrangement would be worked out with the U.S. licensor, probably on a royalty basis.

Since reports indicate that nuts and screws are subject to Mexican import controls, this proposal may offer an opportunity to a U.S. firm to share in the business generated by Mexico's programs for expansion of the automobile and other industries.

Write: Enrique G. Berman, General Mgr., Tornillos Spasser, S.A., Cals. San Esteban No. 71, Naucalpan de Juarez, Edo. de Mexico, Mexico.

AIR CONDITIONING UNITS

Manufacturer of many products including wheat bins, grain silos, builders' hardware, mill exhaust systems, general sheet metal work, seeks licensing arrangement with U.S. firm for manufacturing large commercial air conditioning units.

Write: Sheet Metal Holdings, Ltd., 72 Belmont Ave., Belmont, Western Australia.

Ball bearing, canned fruit studies indicate Taiwan's potential

Rapid growth of industries brings rising demands for such products

The Taiwan Industrial Development and Investment Center (IDIC) has prepared two informative succinct studies indicating the possibility of profitable opportunities in the manufacture of steel ball bearings and fruit canning in Taiwan.

As reported by IDIC, the rapid growth of Taiwan's industries during the past 10 years has brought about a rising demand for steel ball bearings and steel balls.

Imports of these two items, according to the Bank of Taiwan's statistics, were close to $1 million in 1962 and the upward trend is continuing. Only a few very small manufacturers of these products now operate in Taiwan and most of them are deficient in quality control.

The ball bearing study suggests that careful consideration be exercised to determine whether it is more advantageous to expand and modernize the small existing factories or to establish new plants. An estimated sales volume of $5 million has been predicted for an efficiently operated ball bearing plant established in Taiwan.

Potential for fruit

A good development potential for the canned fruit industry, exclusive of pineapple, as principally applied to the export trade exists in Taiwan. Gross sales have risen sharply and in 1963 were 300% over 1961 and 150% over 1962. Taiwan has various kinds of fresh fruits available for canning over the entire year with oranges and mixed fruit especially popular.

Principal export markets for the variety of fruit produced in Taiwan are listed in the study as Southeast Asia, Japan, West Germany, U.S. and Canada. Canning techniques are known and manpower is available. It is estimated that to establish a cannery of average size employing 600 workers, a capital investment of about $250,000 would be required.

Write: Chinese Investment and Trade Office, 515 Madison Ave., New York, N.Y.

Colombia to improve port; international bids sought on services and equipment

The Empresa Puertos de Colombia (EMPOCOL) is inviting international bids on tender No. 6-BID for construction of improvements at the Port of Buenaventura.

The tender is open to qualified bidders offering equipment, materials and services from member countries of the International Monetary Fund and from Switzerland. Bidders must present certificates of competence.

Bid deadline is 10 A.M. E.S.T., Dec. 7 in the offices of EMPOCOL, Carrera 10, No. 15-22, Bogota, Colombia.

In general, the project comprises:

(1) A new, independent oil pier, 65 ft. long by 40 ft. wide, supported by prefabricated concrete piles, equipped with hose and a structure for the handling of same, two mooring wall knots and mooring buoys;

(2) A structure, over 13,000 ft. long on prefabricated concrete piles, to support five metal pipelines;

(3) East and west extensions of existing concrete pier, 2200 ft. and 575 ft. long respectively, and 260 ft. wide, supported by concrete piles;

(4) A concrete pier, 800 ft. long by 30 ft. wide, supported by concrete piles; and

(5) Dredging, movement and refilling of approximately 3.9 million cubic yards of fine grain and loose materials.

Partial financing will come from the Banco Interamericano de Desarrollo (BID) within the framework of the Alliance for Progress for this project which is part of the series of tenders announced in INTERNATIONAL COMMERCE, July 20, 1964, p. 29.

Documents can be examined at these offices: Asociacion Colombiana de Ingenieros Contratistas—ACIC, Carrera 10, No. 14-33, Oficina 2102, Bogota, Colombia; Frederic R. Harris, Inc., 300 East 42nd St., New York, N.Y. 10017; and Frederic R. Harris, Inc. (Holland) N.U., 5 Korte Vijverbert, The Hague, Netherlands.

A meeting was held in October at the site by representatives of EMPOCOL and the consulting engineers to acquaint interested parties with the project and to answer questions. Details of this meeting are included in the tender documents which are available for U.S. $500 payment by certified check (non-refundable) from Seccion de Pedidos y Suministros, Emprese Puertos de Colombia, Carrera 10, No. 15-22, Ofician 702-C, Apartado Aereo 13037, Bogota, Colombia.

All bids must be accompanied by a guarantee bond for the amount of U.S. $600,000. The selected bidder will have to post a performance bond equal to the amount of his offer.

Construction bids invited by Jordan on four projects

The Jordan Development Board, Amman, Jordan, is inviting bids on four projects under Contract No. 1 for the construction of facilities needed for a new phosphate plant at El Hasa.

The four projects are (1) general improvements and other construction at site, (2) utilities—water wells and pipelines, sewer system, (3) buildings—156 housing units, guest house and administration buildings and (4) electrical transmission system.

The contract, which is for a new facility and not connected with any existing operation, does not include supply or erection of major mine and mill equipment for which contracts will be issued at a later date.

Bid deadline is 12 noon, Jan. 15, 1965.

Tender documents for each of the four projects are available for U.S. $42 per project. Checks should be made payable to the Jordan Development Board, P.O. Box 555, Amman, Jordan and correspondence directed to the Vice President of the Board.

NATO tender announced by Italy for ammunition store open to certified bidders

Italy has issued a tender for NATO project 206 which calls for the construction of an ammunition store and related facilities at an estimated cost of $500,000 (320 million lire).

U.S. firms certified to participate in NATO International Competitive Bidding must submit their qualifications by Nov. 15 on a specially designated form to the Ministero Difesa-Aeronautica, Direzione General Demonio, Ufficio Study, IA Sezione, Rome.

Copies of the special form and the Italian Government's Invitation are available on loan to U.S. firms from the Trade Opportunities Staff, BDSA—6192, Department of Commerce, Washington, D.C. 20230.

Firms which are interested in becoming certified for NATO-ICB should write BDSA's Trade Opportunities Staff.

Australia calls for bids in harbor dredging tender

The Public Works Dept., St. George's Place, Perth, Western Australia, has issued tender No. P.W. 1276/64 for the deepening of Geraldton Harbor.

Bid deadline is 2:30 P.M., Jan. 11, 1965.

Copies of the tender documents are available to interested bidders upon payment of $6.25 for air mail postage (no charge for document), by writing to N. J. Henry at the above address.

One copy of the tender is available for review only in the Building Materials & Construction Industries Division, Rm. 4012, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Generator tender amended

The Comptroller of Stores, Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, N.S.W., Australia, has amended Specification No. E.526 with Supplementary Notice No. 3 (INTERNATIONAL COMMERCE Aug. 31, 1964, p.25).

A copy of the amendment is available from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Water supply systems in Iraq planned; bids invited for equipment

The Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, has issued two tenders for complete water supply systems to be installed in two cities in Iraq.

One system will be located in Musaib, situated 70 kilometers from Baghdad. A 16 kilometer pipeline will be constructed between Musaib-Iskandaria and Modern Village in addition to the installation in Musaib. The second system is to be built in Al Qaim-Karabla, 400 kilometers northwest of Baghdad.

Equipment to be purchased for these systems include pumps, sedimentation tanks, service tanks, chlorinators, filters, valves and piping.

This type of contract is usually awarded to a local constructor who is assisted by suppliers of needed equipment in preparing bids.

Bid deadline for these tenders is Dec. 22.

Specifications and a list of possible Iraqi contractors is available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA—6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Bids on dispensary equipment invited by Republic of Congo

The Republic of the Congo is offering a tender for equipment for government dispensaries including glassware, medical rubber goods, surgical instruments.

The tender No. is 13/2532/64; bid deadline, Nov. 11.

Terms and specifications are in French and correspondence is preferred in French. The tender was submitted by Monsieur le Secretaire Permanent du Conseil, des Adjudications du Gouvernement Central, B.P. 10 G.C., Leopoldville/Kalina.

A copy of the terms and specifications is available for inspection in the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230.

Auxiliary data processing equipment bids requested

Invitation to Bid No. 61-64 for one station control panel, 10 card sorting and storage racks, 12 key punch cabinets with insert trays, 2 control panel storage cabinets and 4 card filing cabinets has been issued by the Purchasing & Contracting Officer, SHAPE, Paris.

U.S. bidders should submit bid documents for delivery before Nov. 12 to: Headquarters Command, Purchasing & Contracting Office, Supreme Headquarters Allied Powers Europe, Paris, France.

Copies of the Invitation to Bid are available on loan to U.S. firms from the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TI 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, Ill., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2250.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 433 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58851.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3777.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4753.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

091 Fisheries

CANADA—22,400 lb. of Atlantic salmon per month (250,000 lb. per year) urgently required; willing to pay cash; also lobster—terms indefinite. Intertrade Industries Ltd. (importer, exporter), 750 Lucerne Rd., Town of Mount Royal, Montreal 16, Quebec. WTD 10/5/64.

202 Dairy Products

LIBYA—Skimmed powdered milk, 150 to 300 tons per year over three year period beginning fall of 1965. Quotations should be cif Tripoli for both 150 and 300 tons annually with deliveries spread evenly over period Oct. through March each year. Milk will be pasteurized and bottled for school lunch program. Ali Fauzi Serrag & Brothers (manufacturer), P. O. Box 68, Tripoli. WTD 9/30/64.

203 Canning, Preserving Foods

ENGLAND—Canned foods, particularly fruits, meats, fish; top quality only. Heyson Associates Ltd. (importer), Heyday House, 1/5 Bermondsey St., London, S.E.1. WTD 10/7/64.

208 Beverage Industries

LUXEMBOURG—Bourbon whiskies currently unavailable in Luxembourg, prefers cask rather than bottles; direct purchase and exclusive agency. Maison Othon Schmitt (importer, retailer), Hellange. WTD 10/15/64.

PAKISTAN—Extracts, flavoring, emulsions, other liquid flavoring; essences: all kinds of fruit extracts. S. M. Uzair, Nizam Manzil, (importing distributor), Ladha Gardens, Ravi Rd., Lahore. WTD 10/9/64.

209 Food Preparations

● **BURMA**—Black tea, 11 million lbs. Tender No. PA1/FP(27) 64/65, bid deadline Nov. 10. The Secretary (1), People's Stores Corp., Food Procurement Branch, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4794).

PAKISTAN—Oils, other vegetable mill products; essential oils (edible). S. M. Uzair, Nizam Manzil (importing distributor), Ladha Gardens, Ravi Rd., Lahore. WTD 10/9/64.

220 Textile Mill Products

SOUTH AFRICA—Close out materials suitable for all types of men's trousers, men's and boy's shorts, men's shirts and women's blouses from mills producing appropriate materials. Only very low prices will be acceptable. Lionmill Manufacturing Co. (Pty.) Ltd. (manufacturer), P.O. Box 10159, Johannesburg. WTD 9/15/64.

SWEDEN—Medium-priced fabrics for women's dresses of wool, cotton, silk, manmade fibers, combinations, plain and printed. Konfektions AB Hyltea (manufacturer), Brogatan 24, Halmstad. WTD 10/1/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

AUSTRIA—Printed perlon fabrics for work garments. Otto Schweitzer (Export-Import), P.O. Box 265, Salzburg II. WTD 10/14/64.

229 Textile Goods

● **SUDAN**—Cotton waste, white or colored, used for cleaning locomotives, machine tools or machine parts, 200 m.t. Tender No. 3106, bid deadline Nov. 9. Office of Controller of Stores, Atbara.★ (Telephone: 202-WO 7-5238).

242 Saw Mills, Planing Mills

GERMANY—Carolina and Oregon pine; requests replies in German. Friedrich Beinbrech Ohg (importer, wholesaler, retailer), 11 Brueckes, Bad Kreuznach. WTD 10/2/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

254 Partitions, Shelving, Lockers, Office, Store Fixtures

ITALY—Checkout counters for supermarkets, different types and sizes. Torino Supermarkets (importer), 102/10 Via F. De Sanctis, Torino. WTD 10/9/64.

262 Paper Mills, Products

AUSTRALIA—M.G. tissue paper, 17 grams or less per sq. meter, pulp content 60-70% groundwood, 30-40% sulphite. S. R. Deans (manufacturers' representative), 333 George St., Sydney, N.S.W. WTD 9/10/64.

NETHERLANDS—Newsprint on big reels (e.g. jumbo, etc.), waterlined, 50-52 grams per sq. meter. Service necessary, speedy delivery. Direct purchase and agency. Quote cif Rotterdam prices. Requests replies from manufacturers only. Van Beets & Co's Papierindustrieën N.V. (importer, wholesaler, mfr., exporter), Achterhaven 20-24, Rotterdam. WTD 10/12/64.

THAILAND—Tissue and toilet papers, in rolls and sheets. The S. Lerson Co. Ltd. (importer, exporter), 2058/3 Soi Payakkhaphorn, Trok Chan, Sapan 4, Bangkok. WTD 9/23/64.

264 Converted Paper, Paperboard Products

MALAYSIA—All types of paper; requests replies from manufacturers/suppliers with price quotations cif Singapore; prices must be competitive. Yue Yau Seng, Sing Chow Co. (importer, retailer, manufacturer), 23 Tan Quee Lan St., Singapore 7. WTD 8/24/64.

266 Building Paper, Board Mills

THAILAND—Felt-base floor coverings, thin sheet. Fah Thai Ltd. Partnership (importer, dealer), 288/8 Ramaprarop Rd., Bangkok. WTD 9/28/64.

281 Industrial Chemicals

● **BURMA**—Medicinal chemicals: Dry vitamin A acetate type 500/no. 60, 200 kgs.; cresol B.P., 2500 kgs.; senega root B.P.C., 600 kgs.; cascara sagrada bark B.P., 300 kgs.; heavy kaolin fine powder B.P., 500 kgs.; prednisolone acetate micronized pure white powder B.P., 2½ kgs.; barium carbonate 1934 B.P.C., 800 kgs.; chloral hydrate B.P., 700 kgs.; ascorbic acid mesh powder 100 B.P., 200 kgs.; magnesium stearate USP, 1000 kgs.; potassium bromide granular B.P., 1500 lgs.; castor oil B.P., 40 m.t.; ethylenediamine hydrate B.P., 80 litres; theophylline monohydrate powder B.P., 600 kgs.; cajuput oil B.P.C., 600 kgs. and precipitated sulfur B.P., 150 kgs. Bid deadline Nov. 7. The Purchase Manager, The Burma Pharmaceutical Industry, P.O. Box 416, Rangoon.★ (Telephone: 202-WO 7-3394).

NEW ZEALAND—Raw materials for paint, fertilizer, rubber, wood, pulp, paper industries; also ammonium sulphate, oil field drilling muds, bentonite, barytes, C.M.C., etc.; requests replies from manufacturers only. Wm. Scollay & Co. Ltd., P.O. Box 2377, Wellington. Attn: Boris Carone.

PAKISTAN—Paraldehyde, formaline. Ameer Brothers (importing distributors), Y.M.C.A. Bldg., The Mall, Lahore. WTD 9/10/64.

282 Synthetic Materials

GERMANY—Plastic material for molding and injection molding; requests replies in German, French. Hager Electro-Plastic oHG (manufacturer), 6601 Ensheim, Im Hofgarten. WTD 10/12/64.

ITALY—Special resin to be used as tin and lead-base soldering alloy melting point 150°C., which has same resistance to stress as brass. Soc. Universalda (manufacturer), 400/6 Corso Orbassano, Torino. WTD 10/13/64.

Phenolic resins, urea resins to be used in foundry processing. Direct purchase. Fonderia Smalteria "Sangone" (manufacturer), 30 Corso Roma, Borgo San Pietro, Moncalieri (Turin). WTD 10/6/64.

283 Drugs

PAKISTAN—Anti-biotics including penicillins, dy-hydrostreptomycin, combinations of penicillins and dy-hydrostreptomycin and their preparations. Tetracycline preparations; chloramphenical preparations, cough preparations and decongestants, vitamin preparation in tablets, syrups, injectable forms. Tranquilizers, anti-convulsants, anti-malarials, calcium preparations including injections, tablets. Long acting sulphas anti-T.B. drugs, anti-cancer drugs. Pharmaceutical chemicals which may include sulphas, analgesics, calcium powders, liquid glucose, soda salicylas quinine powder. Ameer Brothers (importing distributors), Y.M.C.A. Bldg., The Mall, Lahore. WTD 9/10/64.

284 Soaps

● **SUDAN**—Soft soap brown, 30 m.t.; conforming to specification: fatty acids 44.96%, potash (K20) 8.82%, water and glycerol 46-.22%. Tender No. 3112, bid deadline Nov. 10. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's London, S.W.I.★ (Telephone: 202-WO 7-2090).

285 Paints, Varnishes, Lacquers, Enamels

● **IRAQ**—Ready mixed paints, 15,100 gal., metal primer 600 gal., paint thinner 2,000 gal.; also sodium hydroxide flake 1,000 kg. Tender No. EME/24/1964, bid deadline Nov. 29. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3512).

287 Agricultural Chemicals

● **IRAQ**—Seed disinfectants, material must be one of the following: Granosan®, Arasan®, Delsan®, Granosan M®, Tilles®, or Duphar Seed Dressing®, 13 m.t., offer must state quantity, in kilograms, required for effective treatment of 1 m.t. of wheat. Tender no. Agr/P/2, no bid deadline indicated. General Drugs & Chemicals Imports & Distribution Co., British Bank of the Middle East Bldg., Bank St., Baghdad.★ (Telephone: 202-WO 7-3910).

● **RWANDA**—Pesticide formulation containing 10% DDT, 5% malathion, and 5% endosulfan, 540 m.t. Tender no. I/64 OCIR, bid deadline Dec. 10. Tender in French. Monsieur le Directeur General, Office des Cultures Industrielles du Rwanda, B.P. 104, Kigali.★ (Telephone: 202-WO 7-3910).

THAILAND—Insecticides; fertilizers. The S. Lerson Co. Ltd. (importer, exporter), 2058/3 Soi Payakkhaphorn, Trak Chan, Sapan 4, Bangkok. WTD 9/23/64.

295 Paving, Roofing Materials

● **BURMA**—5000 L Tons asphalt, Grade 80/100, 500 L Tons asphalt, Grade 30/40 for road construction surface and grouting. Tender No. 14/CS/64-65/TRAD, bid deadline Nov. 26. People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

301 Tires, Tubes

SYRIA—General line of truck, bus, passenger car, farm tractor tires and tubes; direct purchase and agency. Mohammad Mustafa al-Zeer (wholesaler, retailer), Quwwatli St., Banias, S.A.R. WTD 9/29/64.

306 Fabricated Rubber Products

BELGIUM—Rubber nipples, all kinds. Sardac S.A. (importer, sales agent), 15-17 Rue Francois Debelder, Brussels. WTD 7/23/63.

● **EL SALVADOR**—Red rubber sheeting, 1500 meters, 92 cm. width, 0.3 mm. thickness, in rolls of 25 meters each. Tender No. 106-A (64), bid deadline Nov. 13. Proveeduria General de la Republica, Ave. Espana 613, San Salvador. Specifications in Spanish.★ (Telephone: 202-WO 7-3381).

NETHERLANDS—Rubber mountings for rail, motor cars, other applications. Technisch Handelsbureau Vertegenwoordigingen (commission agent), Pr. Hendriklaan 14, Rijswijk (Z-H). WTD 9/29/64.

PAKISTAN—Prophylatics, surgical gloves, catheters, blood transfusion sets. Ameer Brothers (importing distributor) Y.M.C.A. Bldg., The Mall, Lahore. WTD 9/10/64.

307 Plastic Products

PAKISTAN—Plastic products, spangles. Modern Agencies (importing distributor), 8 Sh. Inayatullah Bldg., Anarkali, Lahore. WTD 9/30/64.

Plastic sheetings 48" to 54" width rolls all colors & embossed, printed, transparent. Modern Agencies (importing distributor), 8 Sh. Inayatullah Bldg., Anarkali, Lahore. WTD 9/30/64.

331 Steel Mill Products

AUSTRALIA—Wire sawing strand; direct purchase and agency. Eliza Tinsley (NSW) Pty. Ltd., 43-49 Mountain St., Broadway, Sydney, N.S.W. Attn: Mr. Lloyd. WTD 3/10/64.

● **BURMA**—Galv. wire, 900 l.t., size range 8 to 24 SWG. Tender No. 13/CS/64-65/TRAD, bid deadline Nov. 26. Secretary 1, People's Stores Corp. c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2363).

Galv. mild steel tubing: 2,652, 480 ft., range ¼" to 12"; 1500 pcs. H. R. smls. tubing, sizes 4", 6" and 8" dia. and 36,000 ft. pressure tubing, ¼", ⅜" and ¾" dias. Tender No. 11/CS/64-65/TRAD, bid deadline Nov. 26. Secretary 1, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2363).

● **GUATEMALA**—Round bars: 500 pcs. ½" x 10 meters; 5000 pcs. ⅝" x 10 m; 4800 pcs. ⅝" x 8 m. and 40,000 kgs. 3/16" in rolls. Wire: 4000 kgs. No. 16. Sheets: 2150 pcs. 35 mm. wide x 10 mm. thk; 35 pcs. 1219 mm. x 2438 mm. x 6 mm. Angles: 150 pcs. 61 mm. x 61 mm. x 5 mm. x 6 m. long. Also 2600 pcs. U-shaped items. Bid deadline Nov. 16. Complete specifications available upon request to Instituto Nacional de Electrificacion-INDE, Edificio Lubia, 4a. Calle 5-10, Zona 1, Guatemala City.

● **IRAQ**—30 tons each, pig iron and eglinton pig iron No. 3; 2 tons each ferrosilicon, ferromanganese and ferrochromium. Tender No. EME/25/1964, bid deadline Nov. 25. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-4685).

ITALY—High quality stainless steel sheets and bands, new types of steel for mechanical and metallurgical industries. S.I.C.A.I. (agent), Corso Someiller 15, Turin. WTD 10/5/64.

PAKISTAN—Billets ½" to 4½"; blooms up to 6"; pig iron (foundry); galvanized iron sheets size 8' x 4'; 22 to 26 bwg; corrugated iron sheets coating. 18, size 8' x 4', 22 to 26 bwg; girders size 15' x 23'. S. M. Uzair, Nizam Manzil (importing distributor), Ladha Gardens, Ravi Rd., Lahore. WTD 10/9/64.

Electrical steel sheets, 26 gage, core-loss 1.2 watts per lb. 8' x 4' sheet. For use in manufacturing electric fans. Kaycee Industries Ltd. (manufacturer), 49, The Mall, Lahore. WTD 10/1/64.

THAILAND—Mild steel iron scrap, 5000 lt. per month. Vivat & Partners Ltd. Partnership (importer, wholesaler), 685-689 Siphya Rd., Bangkok. WTD 11/19/63.

TRINIDAD, W.I.—Steel pipes and piles; request replies from manufacturers; direct purchase and agency. Caribbean Engineering Co. Ltd. (wholesaler, retailer, agent), 71 Frederick St., Port of Spain. WTD 5/23/63.

332 Iron, Steel Foundries

NETHERLANDS—Heavy mehanite and black malleable iron castings (to 3 tons) to be used in heavy construction. Technisch Handelsbureau Vertegenwoordigingen (commission agent), Pr. Hendriklaan 14, Rijswijk (Z-H). WTD 9/24/64.

333 Primary Smelting, Refining of Nonferrous Metals

THAILAND—99.9% pure aluminum ingots, minimum order 500-1000 m.t. Vivat & Partners Ltd. Partnership (importer, wholesaler), 685-689 Siphya Rd., Bangkok. WTD 11/19/63.

334 Secondary Smelting, Refining of Nonferrous Metals

ITALY—Tin and lead-base soldering alloy to be used without soldering fluxes, other soldering products. Soc. Universalda (manufacturer), 400/6 Corso Orbassano, Torino. WTD 10/13/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

CANADA—Aluminum sheets SSS and H16 (7' by 8½', 1/16" thick); requests replies from manufacturers only. Product urgently required. Intertrade Industries Ltd. (exporter, importer) 750 Lucerne Rd., Town of Mount Royal, Montreal 16, Quebec. WTD 10/5/64.

NETHERLANDS—Wrought titanium Technisch Handelsbureau Vertegenwoordigingen (commission agent) Pr. Hendriklaan 14, Rijswijk (Z-H). WTD 9/29/64.

PAKISTAN—Aluminum sheets, 16 gage half hard, for use in manufacture of electric fans. Kaycee Industries Ltd. (manufacturer), 49, The Mall, Lahore. WTD 10/1/64.

Nonferrous metals: copper; 18 coating sheets 8' x 4', 22 to 26 swg, blooms up to 6" and strips; brass; 18 coating, sheets 8' x 4', 22 to 26 swg, blooms 6" and strips; aluminum; 22 coating sheet 8' x 4' 22 to 26 swg, blooms 6" and strips. S. M. Uzair, Nizam Manzil (importing distributor), Ladha Gardens, Ravi Rd., Lahore. WTD 10/9/64.

Electric cables and wires, synthetic enamelled copper wire medium covering 28, 29 s.w.g., for use in manufacture of electric fans. Kaycee Industries Ltd. (manufacturer), 49, The Mall, Lahore. WTD 10/1/64.

342 Cutlery, Hand Tools, General Hardware

ITALY—Hand saws, saw blades, cutting dies, screw tops, other tools for metalworking industry. Direct purchase and agency. F.I.M.U. (wholesaler, retailer), Via Don Bosco 23, Turin. WTD 10/5/64.

Locks for doors, furniture, etc. Firm would like to be granted exclusive selling franchises; requests replies in Italian. Roberto Degli Innocenti (wholesaler), 54 Via del Giglio, Empoli (Florence). WTD 10/12/64.

Small electrical chain saws, garden grass cutters, small motor hoes. Direct purchase and agency. Bricarello Cav. Martino & F.gli (importer, agent), 60 Corso Savona, Moncalieri (Turin province). WTD 10/13/64.

Fishing saws, other implements for fishing treatment; bone saws; mincers; frying, roasting equipment for meat and fowl. Torino Supermarkets (importer), 102/10 Via. F. De Sanctis, Torino. WTD 10/9/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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343 Heating Apparatus, Plumbing Fixtures

● **BURMA**—Total 88,625 pc., 42 items all with B.S.P. thread; includes ½" to 2" brass cock bibs; ½" to 3" brass cock stops; valve gates G.M. screwed fullway with wheel—thread ½" to 4"; valve globes G.M. ½" to 4"; valve checks G.M. screwed, horizontal and vertical —2" to 12". Tender No. 12/CS/64-65 TRAD, bid deadline Nov 26. People's Stores Corp., Construction Stores Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

ITALY—0.10 to 1.00 electric motors, oil and kerosine pumps under 350 PSI. Bruciatori "B.B." di Bongiovanni & Bracco. WTD 10/6/64.

NETHERLANDS—Gas-fired hot water boilers for industrial use, boilers and tanks for industrial central heating, gas stoves (suitable for coal gas, natural gas and fluid gases). Exclusive distributorship for manufacturers only. Oliemaatschappij Shamrock N.V. (importing distributor, wholesaler) 14 Dokweg, Ijmuiden. WTD 9/17/64.

344 Fabricated Structural Metal Products

ITALY—Shoulder-borne gas holders for oxy-acetylene welding and cutting. G. F. B. di Ferrero Antonino (manufacturer), Via G. da Verazzano 26/a, Turin. WTD 10/6/64.

348 Fabricated Wire Products

ITALY—Shopping carts of various shapes and sizes for supermarkets. Torino Supermarkets (importer), 102/10 Via F. De Sanctis, Torino. WTD 10/9/64.

349 Fabricated Metal Products

● **COLOMBIA**—Colombian National Railways issued tender No. 7097 for 300 complete sets of No. 7 switches for 36" section rails, ASCE-75 lb. per yd., with respective accessories. Deadline Nov. 9. Ferrocarriles Nacionales de Colombia, Estacion de la Sabana, Oficina 402, Bogota.

ENGLAND—Components and controls for solid-fuel, gas and oil fired warm air and hydronic heating systems; pipe fittings and valves up to 2". Embee (Builders Merchants) Ltd. (wholesaler), 41/45 Mount Pleasant Rd., Wallasey, Cheshire. WTD 10/7/64.

351 Engines, Turbines

● **MALAYA**—Tenders will be invited shortly for supply and erection of Hydro-Electric plant to be installed for Central Electricity Board of Federation of Malaya. Included will be two 1,400 kw vertical geared open setting Francis turbines and induction generator with hand operated cranes and auxiliary equipment. Tender documents available towards end of November (bid deadline April 30, 1965) from Messrs. Preece, Cardew & Rider, 8, 10 & 12 Queen Anne's Gate, London S.W.I., England for non-refundable fee of $28. (Telephone: 202-WO 7-4242).

● **THAILAND**—30 rotary, vacuum pumps and 50 altimeters. Tender No. 71-1/2508, bid deadline Nov. 12. The Directorate of Air Engineering, Sapan Daeng, Bangsue.★ (Telephone: 202-WO 7-5589).

352 Farm Machinery

ITALY—Electrical curry-combs, electrical cattle-penning apparatus, ovine mechanical milkers. Direct purchase and agency. Bricarello Cav. Martino & F. gli (importer, agent), 60 Corso Savona, Moncalieri (Turin province). WTD 10/13/64.

SYRIA—Farm wheel tractors, 30, 40, 50 and 60 hp; direct purchase and agency. Mohammad Mustafa al-Zeer (wholesaler, retailer), Quwatli St., Banias, S.A.R. WTD 9/29/64.

353 Construction Machinery

● **CEYLON**—20 portable bituminous heater-sprayers, approx. 300 gal. capacity, mounted on 2 wheeled trailer chassis suitable for towing behind trucks. Adequate spare parts should be quoted separately. Bid deadline Nov. 25. The Chairman, Tender Board, Ministry of Public Works, Pransworks House, Colombo 1.★ (Telephone: 202-WO 7-5566).

● **GREECE**—1 asphalt mixer, self propelled, 40-50 TPH capacity. Tender No. B/631/64, bid deadline Nov. 18. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-5566).

● **INDIA**—Utility winch with 7½" H.P. totally enclosed, flange mounted 440 v., 3 phase, 60 cycles, A.C. electric motor reversible type with long drum with cat head C.P.T. type 6.5 or similar winch movement to be controlled by clutches provided on winch. Electrical control gear should comprise direct on line automatic contractor type push button starter operated with overload, release and separate forward reverse no volt protection stop push button. Tender No. SR-6/512/8A/II, bid deadline Nov. 18. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Documents available from India Supply Mission (Ref: D/ENQ/1320), 2536 Massachusetts Ave., NW. Washington, D.C. 20008, upon nonrefundable payment of $1.05.

● One 10-ton mobile crane with standard 30' jib, diesel electric or diesel mechanical driven, capacity based on latest BSS-1757 and 1 self propelled crane, capacity 5000 kgs., set of spare parts for two years' servicing. Tender No. SR6/4022-4012/004-A/II, bid deadline Nov. 27, Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Documents available from India Supply Mission (Ref: D/ENQ/1322), 2536 Massachusetts Ave. NW., Washington, D.C. 20008, upon nonrefundable

payment of $2.10.★ (Telephone: 202-WO 7-5566).

● **PAKISTAN**—One 65-ton broad gauge (5′6″) breakdown crane, three 40-ton meter gauge (3′3⅜″) breakdown cranes and two 20-ton meter gauge (3′3⅜″) breakdown cranes. Bid deadline Dec. 21. Documents available from the Secretary, East Pakistan Railway Board, Railway Bldg., Chittagong, upon payment of $20.★ (Telephone: 202-WO 7-5566).

354 Metalworking Machinery

● **IRAN**—Tungsten carbide cutting tools, 10 x 18 x 40 mm, types A and B, 150 each. Tender No. 43/292 & 522, bid deadline Jan. 6. Iranian State Railways, Procurement Dept., Section of Adjudications & Contracts, Maidan Rah, Ahan, Tehran.★ (Telephone: 202-WO 7-5652).

● **IRAQ**—Large quantities of various machine tool accessories and dies for manufacture of bullets and bullet cases, including draw punches, indent nipples, heading dies, chucks, stamping punches, press ejectors, press punches, press dies. Tender No. 1964/Prod/1/6, bid deadline Nov. 29. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5652).

ITALY—Drilling machines. Direct purchase and agency. F.I.M.U. (wholesaler, retailer), Via Don Bosco 23, Turin. WTD 10/5/64.

Welding and cutting torches for underwater use. G.F.B. di Ferrero Antonino (manufacturer), Via G. da Verazzana 26/a, Turin. WTD 10/6/64.

Metal tools for mechanical industry, such as files, drills. Firm would like to be granted exclusive selling franchises; requests replies in Italian. Roberto Degli Innocenti, 54 Via del Giglio, Empoli (Florence). WTD 10/12/64.

JORDAN—Ground drilling equipment, casings; assorted hand tools. Ismail Tillawi & Sons Co. Ltd. (importer), P.O. Box 593, Amman. WTD 10/8/64.

NEW ZEALAND—Used injection and blow dies or moulds principally for manufacture of plastic household kitchen ware, hardware, toys and parts, fancy goods. Optoplast Ltd. (manufacturer's representative), 7 Tauhinu Rd., P.O. Box 7814, Wellington. WTD 9/17/64. Attn: Mr. H. Herzog, Manager.

UAR—Complete line of machinery for manufacture of hand sewing needles, length between 30 to 85 mm., diameter between 0.55 to 1.4 mm., production capacity 500,000 to 600,000 per 8 hour shift. Razor blade manufacturing machinery with minimum capacity of 300,000 blades per 8 hour shift of normal carbon blades and 10,000 blades per 8 hour shift of stainless steel blades. Machinery for production of machine sewing needles of following dimensions: No. 15/1, 16/5, 17/5, 18/3 (class 399); No. 16/1, 18/5, 20/5 (Class 690); No. 11/1, 14/1; production of 50,000 to 60,000 needles per 8 hour shift. Machinery for manufacturing paper pins; tailor pins; fishing hooks, with production of 100 m.t. a year. Requests catalogs, price quotations f.o.b. U.S. Port from manufacturers only. The Alexandria Metal Products Co. S.A.A., (manufacturer), 72 Rue Du Palaise No. 3, Hadra, P.O. Box 386, Alexandria. WTD 9/19/64.

355 Special Industry Machinery

DENMARK—Woodworking machinery, especially for furniture industry. Ludvig M. Larsen A/S (importer, agent), 175 Marselis Blvd., Aarhus. WTD 12/19/63.

ITALY—Automation machinery for foundry plants. Fonderia Smalteria "Sangone" (manufacturer), 30 Corso Roma, Borgo San Pietro, Moncalieri (Turin). WTD 10/6/64.

Cellophane and vacuum packaging machinery for food products for supermarkets. Turin Supermarkets (importer), 102/10 Via F. De Sanctis, Torino. WTD 10/9/64.

Woodworking nailing machinery. Mario Poggi (agent), Via Exilles 23, Turin. WTD 10/6/64.

Portable electrical disk saws, band disk, orbital lapping machines, other portable electrical machinery for woodworking purposes. Sast (importer, wholesaler), 14 Via Colli, Torino. WTD 10/13/64.

JORDAN—One pipe dies: De-Airing Pipe Machine, complete with guards columns and tipping work table, suitable for production of clay pipes up to and including 6″ internal diameter.

One vacuum pumps unit: suitable capacity for use with above comprising the vacuum pump, driving motor and vee belt drive, suitably guarded, with air filter and silencer. The National Clay Factory (manufacturer), P.O. Box 889, Amman. WTD 9/29/64.

NETHERLANDS—Case packing machinery for foodstuff industry. Exclusive representation (agency basis) for Benelux countries desired. Requests literature and price lists from manufacturers only. A.M.J. Maters (sales agent), 2 Kuiperssteeg (P.O. Box 818), Amsterdam. WTD 7/13/64.

NICARAGUA—Machinery for pressing and gluing shoulder pads for men's and boy's suits. Jose Cardenal, Arguello & Cardenal & Cia. Ltda. (manufacturer, retailer), C. Central E. N. 108, Managua. WTD 10/6/64.

UAR—Installation of factory for manufacture of transistors for radio and television. Al Nasr Electric & Electronic Apparatuses, Co. (government owned), 26 Adly St., Cairo.

356 General Industrial Machinery

● **INDIA**—One centrifugal pump, double volute, single discharge type, 300 I.G.P.M. with an electric motor. Tender No. AEE/P/CAP/9631, bid deadline Nov. 25. Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., 3rd Floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

● Two water jet exhauster pumps, consisting of nozzle, diffuser and body. Tender No. AEE/P/CAP/9495, bid deadline Nov. 12. Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., 3rd Floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

● **IRAQ**—Supply of 103,110 ft. of galvanized annealed steel bands, 34,000 steel buckles, ten banding machines for banding ½″ tape and two banding machines for banding ¾″ tape. Tender No. 43/64, bid deadline Nov. 17. Government Oil Refineries Administration, (GORA), Baghdad. Tender documents available from General Industrial Equipment Division, BDSA-6320, Dept. of Commerce, Washington, D.C. 20230; however, bidding firms should include a check for $2.80 to GORA to cover the cost of the documents.★ (Telephone: 202-WO 7-5589).

ITALY—Bagging machines; closing and sealing machines, except can filling machines; gumming machines; labelling machines; packaging, stapling machines. Mario Poggi (agent), Via Exilles 23, Turin. WTD 10/6/64.

Small compressors used in painting. Sast (importer, wholesaler), 14 Via Colli, Torino. WTD 10/13/64.

JORDAN—Turbine pumps and pipes with accessories. Ismail Tillawi & Sons Co. Ltd. (importer), P.O. Box 593, Amman. WTD 10/8/64.

NETHERLANDS—Packaging and wrapping machines, equipment for stationery, textiles, foodstuffs; interested in latest developments of subject machines. Direct purchase and/or agency. Exclusive representation for E.E.C. countries desired. Requests price lists, literature. A. Muller (sales agent), Noord 46 Soestdijkseweg, Bilthoven. WTD 8/18/64.

PAKISTAN—Ball bearings, sizes 6202, 6203, for use in manufacture of electric fans. Kaycee Industries Ltd. (manufacturer), 49, The Mall, Lahore. WTD 10/1/64.

SWITZERLAND—High precision miniature ball bearings, 2-5 mm. Dixi S.A. (manufacturer), Usine 1, 35 rue de la Côte, Le Locle, Canton de Neuchâtel. WTD 9/18/64.

SYRIA—Water turbine vertical pumps for wells of 100 meters in depth and less; direct purchase and agency. Mohammad Mustafa al-Zeer (wholesaler, retailer), Quwwatli St., Banias, S.A.R. WTD 9/29/64.

● **TAIWAN**—Three sets of speed reducers, with bedplates, bearings, couplings, related accessories to be used for a sugar mill drive. Tender No. GFB-19747(S), bid deadline Nov. 23. Purchasing Dept., Central Trust of China 49, Sec. 1 Wuchang Street, Taipei.★ (Telephone: 202-WO 7-5589).

● **TURKEY**—Supply of five pairs speed reduction gear boxes for Turkish Naval Command complete with controls and auxiliaries. Tender No. 6044/6981.1-42-64.1, bid deadline Nov. 28. Deniz Kuvvetleri Komutanligi, Teknik Daire Baskanligi, Butce Subesi, Ankara. Specifications available for $1.00 from Modern Tercume Burosu, Menekse Sokak No. 20/7, Ankara. Copy of specification available for review only in Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

358 Service Industry Machines

● **CYPRUS**—Supply, erection, and start-up of air conditioning and ventilating plant for Moni Power Station in Cyprus. Tender No. 1127/18, bid deadline Nov. 23. Tenders are available from the Electricity Authority of Cyprus, P.O. Box 1466, Photiou Stavrou Pitta, Nicosia, upon receipt of $56.

GIBRALTAR—Air conditioning equipment suitable for buses and small ships. Acmoda (importer, wholesaler, retailer), P.O. Box 55, Gibraltar. WTD 10/7/64.

ITALY—Refrigeration and freezing systems for supermarkets. Torino Supermarkets (importer), 102/10 Via F. De Sanctis, Torino. WTD 10/9/64.

TRINIDAD, W.I.—Water treatment equipment; request replies from manufacturers; direct purchase and agency. Caribbean Engineering Co. Ltd. (wholesaler, retailer, agent), 71 Frederick St., Port of Spain. WTD 5/23/63.

361 Electrical Transmission, Distribution Equipment

● **ETHIOPIA**—KWH meters: 11,000 A.C. single phase, 5 amps, 220 v.; 2,000 A.C. single phase, 10 amps, 220 v.; 250 A.C. 3-phase, 3 x 5 amps, 220/380 v.; 250 A.C. 3-phase, 3 x 15 amps, 220/380 v.; 300 A.C. 3-phase, 3 x 30 amps, 220/380 v.; 50 A.C. 3-phase, 3 x 5 amps, 100 v.; 50 A.C. 3-phase, KV arch, 3 x 5 amps, 100 v. Tender No. 623/57-23/1/57, bid deadline Nov. 30. Ethiopian Electric Light & Power Authority, P.O. Box 1233, Addis Ababa.★ (Telephone: 202-WO 7-2939).

● **INDIA**—Supply of 200—25 kv, 230 v., 10 kva, 50 cycle, single phase transformers. Tender No. Stores/Elect./64/OHE/205, bid deadline November 16. Tender documents available from Dy Controller of Stores, Railway Electrification, 232 Acharyya Jagadesh Bose Rd., Calcutta-20. Copy of document and specification available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

TRINIDAD, W.I.—Transformers, time switches; request replies from manufacturers; direct purchase and agency. Trinidad Trading Co. Ltd. (importer, retailer, wholesaler), 84-86 Independence Square, Port of Spain. (P. O. Box 660). WTD 9/26/64.

● **TURKEY**—Supply of equipment, engineering and design work for Ankara Macum Ciftligi substation. Equipment includes: 3-phase, 154 kv circuit breakers, disconnecting switches, 154 kv current transformers and associated items. Tender No. 613-TU-21-801, bid deadline not indicated. Etibank General Management, Sihhiye, Ankara. Copy of tender document and specifications available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● Supply of one trailer mounted mobile 154 kv, three phase transformer. Tender No. 613-TU-23-801, bid deadline not indicated. Etibank General Management, Sihhiye, Ankara. Copy of tender document and specifications available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

ENGLAND—Welding plant, accessories: positioners, platens, electrodes, welding wire. Agency and direct purchase. Interlas Ltd. (manufacturer, exporter, importer, wholesaler), Bury Mead Rd., Hitchin, Hertfordshire. WTD 9/22/64.

JORDAN—Arc welders, welding rods, oxy-acetylene equipment. Ismail Tillawi & Sons Co. Ltd. (importer), P. O. Box 593, Amman. WTD 10/8/64.

PAKISTAN—Condensers 2.4 MFD 350 v. working, for use in manufacture of electric fans. Kaycee Industries Ltd. (manufacturer), 49, The Mall, Lahore. WTD 10/1/64.

● **TURKEY**—Supply of two diesel generator sets, 200 kw, 450 v., 3 phase, 60 cycle, 1800 rpm with three phase automatic switch, panel, synchronizing equipment and spare parts. Tender No. 6044/6992.2-61-64.1, bid deadline Nov. 28. Deniz Kuvvetleri Komutanligi, Teknik Daire Baskanligi, Butce Subesi (Naval Forces Command) Ankara. Specifications available from Modern Tercume Burosu, Menekse Sokak No. 20/7, Ankara. One copy of specification available for review only from Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● Two 1500-1850 amp. multiple operator arc welding sets. Tender No. 3001-599, bid deadline Nov. 13. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul.★ (Telephone: 202-WO 7-5652).

363 Household Appliances

● **KOREA**—Supply of 25 electric water heaters; 41 electric refrigerators, not less than 9.5 cu. ft.; 21 electric cooking ranges; all to operate on 60 cycles with AC supply. Bid Invitation No. KFX-4100-S, bid deadline 10 A.M., Nov. 11. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-5345).

TRINIDAD, W.I.—Electric fans for ceiling, table, wall, floor; request replies from manufacturers; direct purchase and agency. Trinidad Trading Co. Ltd. (importer, retailer, wholesaler, manufacturers' representative), 84-86 Independence Square, Port of Spain. (P.O. Box 660). WTD 9/26/64.

364 Electric Lighting, Wiring Equipment

TRINIDAD, W.I.—Electric lamps, floor, desk, ceiling, incandescent, fluorescent; request replies from manufacturers; direct purchase and agency. Trinidad Trading Co. Ltd. (importer, retailer, wholesaler, mfrs. rep.), 84-86 Independence Square, Port of Spain. (P.O. Box 660). WTD 9/29/63.

365 Radio, Television Receiving Sets

AUSTRALIA—High quality sound reproducing equipment, including amplifiers, turntables loudspeakers, tape recorders, reverberation units, microphones, associated equipment. British Merchandising Pty. Ltd. (importer), 60 Clarence St. (Box 3456, G.P.O.), Sydney.

ITALY—Amplifiers, loundspeakers, other high fidelity electronic equipment for home entertainment. Direct purchase and agency. Restagno (agent, importer), Corso Vittorio Emanuele 90, Turin. WTD 10/5/64.

Magnetic recording tapes, phonograph records. Agency and direct purchase. S.A. Astori S.p.A. (agent, wholesaler), Piazza Castello 9, Turin. WTD 10/5/64.

PAKISTAN—Television receivers, projection type, home; television sets, accessories, spare parts. S. M. Uzair, Nizam Manzil (importing distributor), Ladha Gardens, Ravi Rd., Lahore. WTD 10/9/64.

366 Communication Equipment

AUSTRALIA—Specialized heavy electronic equipment, including communications equipment. British Merchandising Pty. Ltd. (importer), 60 Clarence St. (Box 3456, G.P.O.), Sydney.

● **RHODESIA**—Supply of 1000 tubular steel telephone poles and pole line hardware. Tender No. 65.44.0248, bid deadline Nov. 30. Office of the Chief Supplies Officer, Rhodesia Railways, P.O. Box 1999, Bulawayo.★ (Telephone: 202-WO 7-4823).

367 Electronic Components, Accessories

ITALY—Electronic and nuclear components, accessories; electronic and similar devices. Laboratorio Di Elettronica Industriale L.E.I. (manufacturer), Di Ingegneri Campana Franco e Chiama Salvatore, Soc. in nome collettivo, Via Cirenaica, 18, Turin. WTD 10/6/64.

NORWAY—Capacitors for professional and military elecronic equipment. Requests replies from manufacturers only; direct purchase and agency. Henaco A/S (manufacturer's agent, importing distributor), 16 Cort Adelersgate, Oslo. WTD 1/17/64.

369 Electrical Machinery, Equipment, Supplies

● **BURMA**—Supply of 148-12 v. and 12-6 v. storage batteries. Tender No. 1/Vehicle/8/64-65(G.T.), bid deadline Nov. 16. The Secretary, People's Stores Corp., Motor Vehicle & Other Transport Equipment Division, Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

371 Motor Vehicles, Motor Vehicle Equipment

GIBRALTAR—Air conditioners suitable for cars and buses. Acmoda (importer, wholesaler, retailer), P.O. Box 55, Gibraltar. WTD 10/7/64.

ISRAEL—Fire fighting equipment; safety and fire protection equipment. Requests prompt offers including specifications, prices and delivery times of vehicles equipped for fire fighting. Direct purchase and exclusive agency. Amos Equipment Co. (importer, agent), P.O.B. 11017, Tel Aviv. WTD 10/5/64.

ITALY—Newly developed accessories for automobiles. F.E.I.T. di G. Guccioni (manufacturer), 226 Via Monginevro, Torino. WTD 10/13/64.

Motor vehicles parts, accessories. Direct purchase and agency. Officine Meccaniche Zanzi S.a.s. (manufacturer), Corso Vercelli 103, Ivrea (Turin). WTD 10/6/64.

Brake assemblies; other automotive spare parts. Direct purchase and agency. Corte & Cosso (manufacturer), Corso Re Umberto 48, Turin. WTD 10/6/64.

NEPAL—4 diesel trucks, 5 ton capacity, 6 cylinders, 165"-175" wheel base; 3 diesel buses, 45-48 passengers, with heavy duty baggage rack on top for up to 1½ tons. Both to be equipped with automatic air pumps and air coolers, for rainy, then hot climate. Catalogues and quotations cif Calcutta desired. Vyapar Corp. (Pvt.) Ltd. (export, import, transport), Butwal Khasyauli, Nepal, P.O. Nautanwa, Gorakhpur, U.P. (India).

PAKISTAN—Auto spare parts, accessories. Modern Agencies (importing distributor), 8 Sh. Inayatullah Bldg., Anarkali, Lahore. WTD 9/30/64.

373 Ship Building, Repairing

GERMANY—Inboard and/or outboard motor yachts with and without cabins. Homelite, Dr. Ernst Ruehl (importer, wholesaler), 17/19 Zeil, 6 Frankfurt/Main. WTD 10/8/64.

ITALY—Any novelty in the field of accessories for recreation boats. F.E.I.T. di G. Guccioni (manufacturer), 226 Via Monginevro, Torino. WTD 10/13/64.

NICARAGUA—Self-propelled ferry to handle freight and laborers on large lake; maximum passengers, 70; cargo capacity 150 tons; 4' draft, 10 knots per hour, diesel motors. Ferrocarril del Pacifico de Nicaragua (government agency), Aptdo. Postal 5, Managua, WTD 6/26/64.

374 Railroad Equipment

● **INDIA**—Compressed air brake equipment complete with train pipe, hose couplings and ancillary fittings for broad gauge (1676 mm.) bogie wagons, together with tools and spares; quantity—200 freight car sets. Tender No. G.P. 38 of 1964, deadline Nov. 24. B. R. Kinra, Director, Railway Stores, Railway Board, Rail Bhavan, Raisina Road, New Delhi. Tender documents (no drawings) are available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● **UAR**—85 diesel-electric locomotives and spare parts for Egyptian Railways; 40 with 2000 hp. for freight trains; 15 with 2000 hp. for passenger service; and 30 with 1000 hp.

for shunting and mainline service. Tender No. 1025, deadline Nov. 16. The Inspector General, Mechanical Electrical Engineering Dept., New Bldg.-First Floor, Beside Shoubra Bridge, Cairo. Tender documents available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

375 Motorcycles, Bicycles, Parts

PAKISTAN—Motor scooters, cycles. Modern Agencies (importing distributor), 8 Sh. Inaytullah Bldg., Anarkali, Lahore. WTD 9/30/64.

PHILIPPINES—Gasoline engines, 4-cycle, that may be fitted to a bicycle. Norkis Trading Co., Inc. (importer, exporter, wholesaler, retailer, manufacturer), Sanchez Bldg., P.O. Box 376, Juan Luna St., Cebu City. WTD 1/9/64.

381 Engineering, Laboratory, Scientific, Research Instruments

AUSTRALIA—Specialized heavy electronic equipment, including laser equipment; vibration testing equipment; environmental testing equipment. British Merchandising Pty. Ltd., 60 Clarence St., (Box 3456 G.P.O.), Sydney.

● **GUATEMALA**—Supply of chlorine dosage-dispensing apparatus and spare parts; scales; protection masks for the use of chlorine gas; apparatus for comparison. Tender No. 19-8-64, bid deadline Nov. 26. Correspondence preferred in Spanish. Terms and specifications available for $5 from Instituto de Fomento Municipal—INFOM, 6a. Ave. 1-73, Zona 4, 2o. piso (Seccion Commercial), Guatemala City.

● **THAILAND**—Supply of 50 indicators-airspeed; 20 shaft assemblies; 50 vacuum gages; 50 temperature indicators. Tender No. Ter. Or. 71-2/2508, bid deadline Nov. 19. The Directorate of Air Engineering, Sapan Daeng, Bangsue.★ (Telephone: 202-WO 7-2939).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

● **GUATEMALA**—Level remote indicators for dam sites, including one transmitter indicator of water levels, floater-type, at dam; two transmitting indicators of water levels, floater-type, at regulating pool; three registering indicators-receivers to be used with above transmitters, at engine house. Tender No. 8-64, bid deadline Nov. 12. Correspondence preferred in Spanish. Terms and specifications may be obtained, upon payment of $10 from Instituto Nacional de Electrificacion—INDE, 4a. Calle 5-10, Zona 1, Guatemala City.

ITALY—Industrial process and measuring instruments for metalworking industry. Direct purchase and agency. F.I.M.U. (wholesaler, retailer), Via Don Bosco 23, Turin. WTD 10/5/64.

384 Surgical, Medical, Dental Instruments

● **CHILE**—Supply of the following items, all completely made of glass: 2000 graduated syringes for prematures; hypodermic syringes as follows: 34,000—2 cc.; 46,000—5 cc.; 45,000—10 cc.; 36,000—20 cc.; 4000—50 cc.; 3000—100 cc.; 3000—1 cc. (for insulin); 9000—1 cc. (for tuberculine). Tender No. 1-31-64, bid deadline Nov. 12. Terms and specifications in Spanish. Correspondence preferred in Spanish. Bidders must be legally represented in Chile. Servicio Nacional de Salud (National Board of Health), Ave. Matta 644, Santiago.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Electric automatic sterilizers, syringes, glass and records, hypodermic needles; dental syringes, dressing drugs, weighing scales. Ameer Brothers (importing distributor), Y.M.C.A. Bldg., The Mall, Lahore. WTD 9/10/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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386 Photographic Equipment

AUSTRALIA—Graphic arts film (used by printers); direct image offset paper master; direct purchase and agency. Maurice J. Sofair & Co. (importer, exporter, manufacturer's agent), 16-18 Hunter St., Sydney, N.S.W. WTD 4/28/64.

NETHERLANDS—Cameras, projectors, enlargers, accessories, viewers, light-sensitive materials, all types. Direct purchase and agency. Requests replies from manufacturers only. N.V. Foto-en Propectiegroothandel Erven Dr. A.H.C. van Senus, Polanenstraat 39, Rotterdam-16. WTD 10/12/64.

387 Watches, Clocks, Parts

TRINIDAD, W.I.—Electric clocks. Request replies from manufacturers; direct purchase and agency. Trinidad Trading Co. Ltd. (importer, retailer, wholesaler, manufacturers' representative), 84-86 Independence Square, Port of Spain. P.O. Box 660. WTD 9/26/63.

391 Jewelry, Silverware, Plated Ware

ENGLAND—Pewter ware, modern design. Smith & Meissner Ltd. (importer), 8-10 Portman Mews South, London, W.1. WTD 9/29/64.

394 Toys, Amusement, Sporting Goods

ITALY—Punch boards, pin ball machines, juke-box, other games new in design. Direct purchase and agency. Berardi & Paletto (agent), Via Venezia 5 Bis, Turin. WTD 10/13/64.

396 Costume Jewelry, Novelties, Buttons, Notions

AUSTRIA—Metal hair pins, wire type, straight and crimped. Otto Schweitzer, Export-Import, P.O. Box 265, Salzburg II. WTD 10/14/64.

504 Groceries, Related Products

● **IRAQ**—Fresh eggs, medium size. Tender No. 7; bid deadline not indicated. Government Purchasing Board, Salim Habib Building, South Gate, Baghdad.★ (Telephone: 202-WO 7-4784).

506 Electrical Goods

ECUADOR—Insulating material for motor rewinding; requests replies in Spanish. Importadora Automotríz F.A.R.O.S. de Félix A. Romero S. (importer, wholesaler), P.O. Box 568, Guayaquil.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

220 Textile Mill Products

SOUTH AFRICA—Household linens; good quality; branded names; exclusive franchise; requests replies from manufacturers only or their sole export house. Lipshatz Furnishers (importing distributor), 82 Long St., Cape Town. WTD 10/12/64.

221 Broad Woven Fabric Mills, Cotton

CANADA—100% cotton corduroy for clothing for men and women; needed for 1965 Fall market; potential demand of several hundred thousand dollars. H. M. Diner Inc. (sales agent), 400 Ontario St., West, Montreal, Quebec. WTD 4/3/64.

SOUTH AFRICA—Upholstery, curtaining materials, all varieties, good quality, branded names; exclusive franchise; requests replies from manufacturers only or their sole export house. Lipshatz Furnishers (importing distributor), 82 Long St., Cape Town. WTD 10/12/64.

222 Broad Woven Fabric Mills, Man-Made, Silk

NEW ZEALAND—Screen printed dress piecegoods of dacron and other synthetic fibres (principally polyester); not interested in cottons. Brendan E. Carmody, Manager, Brendan E. Carmody (manufacturers' representative), P. O. Box 5649, Auckland. WTD 9/17/64.

227 Floor Covering Mills

SOUTH AFRICA—Carpets, rugs, other floor coverings of good quality and branded names; exclusive franchise; requests replies from manufacturers only or their sole export house. Lipshatz Furnishers (importing distributor), 82 Long St., Cape Town. WTD 10/12/64.

242 Saw Mills, Planing Mills

ITALY—Douglas fir boards. Rodolfo Mangani (agent), 23 Via S. Felice a Ema, Florence. WTD 10/12/64.

249 Wood Products

ENGLAND—Hickory handles for axes, pick-axes, hammers, other similar hand tools; agency. R. Anderson (sales agent), 39 Leewood Way, Effingham, Surrey. WTD 10/7/64.

251 Household Furniture

SOUTH AFRICA—Household furniture of good quality and branded names; exclusive franchise; requests replies from manufacturers only or their sole export house. Lipshatz Furnishers (importing distributor), 82 Long St., Cape Town. WTD 10/12/64.

281 Industrial Chemicals

ITALY—Rubber processing chemicals, paint,

varnish pigments, other chemicals in general. S.p.a. Zincossido (manufacturer), 31 Via Martiri della Liberta', Torino. WTD 10/13/64.

282 Synthetic Materials

ITALY—Foam, artificial and plasticized skins, elastic plasticized fabrics for upholstering furniture. Ghiringhelli & C. (agent), 64 Corso Rosselli, Turin. WTD 10/13/64.

285 Paints, Varnishes, Lacquers, Enamels

GERMANY—Marine paints, including ship bottom paints. Kurt Brinkama (agency), Schauenburger Strasse 50, Hamburg 1. WTD 10/9/64.

299 Products of Petroleum, Coal

FRANCE—Lubricants for cars, all kinds. Maurice Larchet (agent) 31 Ave. de la Porte de Choisy, Paris 13e. WTD 8/21/63.

301 Tires, Tubes

FRANCE—Tires, inner tubes for motor vehicles. Maurice Larchet (agent), 31 Ave. de la Porte de Choisy, Paris 13e. WTD 8/21/63.

331 Steel Mill Products

ITALY—Complete range of steel for forge shop, stainless steel sheets, pipes. Hot and cold-rolled; light, medium and heavy material for steel structural works. Pretolani Elio (agent), 113 Corso Francia, Turin. WTD 10/9/64.

342 Cutlery, Hand Tools, General Hardware

MEXICO—Luggage hardware, locks. Sr. Sadot Santos Burgoa—"El Caballo Bayo", Av. 5 de Mayo No. 49, Mexico, D. F. WTD 9/9/64.

343 Heating Apparatus, Plumbing Fixtures

ITALY—Spray nozzles for oil burners, gas burners. Erga di Pericolo & Co. (manufacturer, agent), 83 Pz. Nizza, Turin. WTD 10/6/64.

Oil heating equipment for domestic and industrial uses. A.R.E.M.I.T. (agent), Via Carlo della Porta 11, Turin. WTD 10/2/64.

Boilers for central water heating system, radiators, oil burners. Impresa Di Riscaldamento, Albino Gozzelino, Via Paolo Braccini 95, Torino. WTD 10/9/64.

NETHERLANDS—Central heating boilers, related equipment, natural-gas fired; exclusive distributorship; requests replies from manufacturers only; quote prices. N. V. De Zelfwas (importer, wholesaler, exporter, distributor), 39c Delftweg, Rotterdam. WTD 10/14/64.

347 Coating Engraving, Allied Services

ITALY—Gilding, rhodium plating for gold products, all related implements. Zwicky (agent), 61 Corso Re Umberto, Turin. WTD 10/9/64.

351 Engines, Turbines

MEXICO—Internal combustion engines over 750 r.p.m. including outboard. Ottomotores, S. A., (importer, commission agent, wholesaler, retailer) Dr. Rio de la Loza No. 68, Mexico, D. F. WTD 8/24/64.

SOUTHERN RHODESIA—Small stationary petrol engines. John Short (manufacturers' representative), P.O. Box 3709, Salisbury. WTD 9/16/63.

352 Farm Machinery

UNITED KINGDOM—Livestock feeders, hog troughs, poultry feeders, incubators, hatcheries, brooding houses; requests price quotations cif Belfast/Liverpool. Joseph Morton, Ltd. (retailer, exporter), Commercial Rd., Banbridge, County Down, Northern Ireland. WTD 10/9/64.

353 Construction Machinery

MEXICO—Crane, shovel repair parts; dragline repair parts; tractor parts. Cucharones y Partes, S.A. (importer, retailer), Av. Chapultepec No. 168, Mexico, D.F. WTD 9/21/64.

TURKEY—Highway construction equipment; all kinds. Altay Kollektif Ortakligi (partnership, commission agent), Sumer Sokak No. 16, Ankara. WTD 9/14/64.

354 Metalworking Machinery

ITALY—Metalworking mechanical presses of all types, rolling-mill machinery, equipment. Pretolani Elio (agent), 113 Corso Francia, Turin. WTD 10/9/64.

Garage, service station equipment, automobile maintenance equipment. Pandolfi Bruno (agent), 40 Corso Marconi, Torino. WTD 10/13/64.

Special metalworking machine tools. Mario Zerbini (agent), 69 Via Nizza, Torino. WTD 10/13/64.

MEXICO—Power driven hand tools for home workshop. Maquinas y Servicio, S.A., Sonora No. 9, Mexico 7, D.F. WTD 4/21/64.

NEW ZEALAND—Small bench lathe, center height approx. 4", 18 to 24" between centers, home work shop type. J. C. Price, General Sales Manager, Jas. J. Niven & Co. Ltd. (manufacturers' representative), P.O. Box 2096, Wellington. WTD 2/20/64.

355 Special Industry Machinery

UNITED KINGDOM—Farm dairy milkers, portable and stationary; milk sterilizers; prices cif Belfast or Liverpool. Joseph Morton, Ltd. (retailer, exporter), Commercial Rd., Banbridge, County Down, Northern Ireland. WTD 10/9/64.

356 General Industrial Machinery

ENGLAND—Domestic central heating boilers, valves, etc. H. C. Salter (sales agent), 156a Trinity Rd., Wandsworth Common, London, S.W.17. WTD 9/28/64.

ITALY—Small-sized air compressors. Kep di Palermo Eugenio (agent), 76 Corso Principe Oddone, Turin. WTD 10/6/64.

Pressure-controlled electric ovens. Zwicky (agent), 61 Corso Re Umberto, Turin. WTD 10/9/64.

Smoke purifiers, air purification equipment. Hydraulic power units, pump attachments. Impresa di Riscaldamento, Albino Gozzelino, Via Paolo Braccini 95, Torino. WTD 10/9/64.

MEXICO—Dog chains with detachable linkage. Sr. Sadot Santos Burgoa—"El Caballa Bayo" (manufacturer, wholesaler, retailer), Av. 5 de Mayo No. 49, Mexico, D.F. WTD 9/9/64.

358 Service Industry Machines

ITALY—Compressors, refrigeration components, accessories; exclusive agency for Italy. Universal Frigoriferi (manufacturer), 232/16 Via Filadelfia, Turin. WTD 10/2/64.

Refrigeration and air conditioning equipment, components, accessories. Impresa di Riscaldamento, Albino Gozzelino (heating contractor), Via Paolo Braccini 95, Torino. WTD 10/9/64.

NETHERLANDS—Commercial and coin operated laundry equipment; exclusive distributorship; requests replies from manufacturers only; quote prices. N.V. De Zelfwas (importer, wholesaler, exporter, distributor), 39c Delftweg, Rotterdam. WTD 10/14/64.

UNITED KINGDOM—Farm and dairy milk coolers; cif Belfast/Liverpool. Joseph Morton, Ltd. (retailer, exporter), Commercial Rd., Banbridge, County Down, Northern Ireland. WTD 10/9/64.

361 Electric Transmission, Distribution Equipment

ITALY—Advanced design automatic control instruments for industrial use. Dott. Banderali & Varetto s.n.c. (agent), Corso Tassoni 54, Turin. WTD 10/6/64.

Electric and electronic measuring, scientific and professional instruments. Smetradio di Adelina Giovannini (manufacturer), Via S. Antonio da Padova 12/11, Turin. WTD 10/6/64.

362 Electrical Industrial Apparatus

ITALY—Small electrical motors under 2800 r.p.m., control apparatus and new products in the field of oil burners and combustion. Erga Di Pericolo & Co. (manufacturer, agent), Pz. Nizza 83, Turin. WTD 10/6/64.

Newly developed small welding apparatus, accessories; selenium welding apparatus. Kep di Palermo Eugenio (agent), Corso Principe Oddone 76, Turin. WTD 10/6/64.

363 Household Appliances

SOUTH AFRICA—Household electrical appliances of good quality and branded names, for 220 V. AC, 50 cycle; exclusive franchise; requests replies from manufacturers only or their sole export house. Lipshatz Furnishers (importing distributor), 82 Long St., Cape Town. WTD 10/12/64.

366 Communication Equipment

ENGLAND—Ground radio receiving and transmitting equipment; walkie-talkies; antennae; navigational equipment. Hursant Development Ltd. (manufacturer, exporter), Hursant House, Central Way, North Feltham Trading Estate, Feltham, Middlesex. WTD 7/27/64.

IRAQ—Firm desires to act as agent for U.S. firms interested in supply of 25 wireless stations, 100 battery chargers and 50 H.F. walkie talkies for the Directorate General of Police. Wadi Engineering & Trading Co., W.L.L. (importer, wholesaler, contractor), 24 Munir Abbas Bldg., South Gate, Baghdad. WTD 4/16/64.

369 Electrical Machinery, Equipment, Supplies

ITALY—Starting motors, generators, ignition coils, electrical parts for automobiles. C.R.E.A.T. di Della Rovere Eraldo (agent), Via Orbetello 91, Turin. WTD 10/6/64.

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Anti-smog muffler and afterburner; exclusive agency. Anibal Gajardo M. (importer, wholesaler), Estado 215, Oficina 203, Santiago. WTD 7/23/63.

FRANCE—Automobile spare parts, accessories; defrosting devices, air-conditioners, accumulators, etc. Maurice Larchet (agent), 31 Ave. de la Porte de Choisy, Paris 13e. WTD 8/21/63.

ITALY—Automotive parts, accessories in general for European market. Pandolfi Bruno (agent), 40 Corso Marconi, Torino. WTD 10/13/64.

PAKISTAN—Automotive parts, accessories, all kinds. Coz & Co. (importer, manufacturers' agent), P.O. Box 345, Hawk St., Opp: Sind Assembly Bldg., Karachi. WTD 5/27/64.

372 Aircraft, Parts

MEXICO—Civilian aircraft engines, air-cooled radial, in-line; military reciprocating, non-reciprocating; air-cooled horizontally opposed for civilian craft; personal type helicopters; maintenance, repair, overhauling parts, all kinds for civilian craft; parts for mancarrying military crafts. Partes Aeronauticas, S. de R. L. (importer, retailer, wholesaler), Blvd. Puerto Central Aereo No. 380-C, Mexico 9, D.F. WTD 3/5/64.

Aircraft engines, air-cooled in-line type for civilian planes; spare parts. Comercial Aeromexicana, S.A. (importer, wholesaler, retailer), Av. Hangares No. 418-20, Piso, Mexico, D.F. WTD 6/23/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

MEXICO—Nuclear radiation detection devices; research nuclear reactors; industrial nuclear reactors. Nuclear, S.A. (importer, commission agent, retailer), Melchor Ocampo No. 469-605, Mexico, D.F. WTD 8/17/64.

383 Optical Instruments, Lenses

PAKISTAN—Microscopes, other laboratory equipment; requests replies from manufacturers. Consolidated Products Co. (importer, manufacturers' agent), 254 Ingle Rd., Karachi-1. WTD 6/23/64.

386 Photographic Equipment

ITALY—Photocopying equipment using dry electro-photographic processing; duplicating equipment; office off-set printing machines. Somer (importer), 12 Via Magellano, Torino. WTD 10/13/64.

MEXICO—Microfilm, black & white; microfilming equipment. Fulgencio A. Diaz-Microfilmex (importer, commission agent, wholesaler, retailer), Av. Oaxaca No. 42, Mexico 7, D. F. WTD 9/30/64.

393 Musical Instruments, Parts

MEXICO—Electric pianos; electric guitars; oboes, bassoons, flutes, other wind instruments. Instrumentos Musicales, S. A., Ayuntamiento No. 52, Mexico, D. F. WTD 6/24/64.

396 Costume Jewelry, Novelties, Buttons, Notions

BELGIUM—Cuff links, base metal type for men; requests replies from manufacturers. C. Baum (importer, agent), 192 Ave. du Diamant, Brussels. WTD 10/9/64.

MEXICO—Buckles, metal type for all kinds of apparel. Sr. Sadot Santos Burgoa-"El Caballo Bayo" (manufacturer, wholesaler, retailer), Av. 5 de Mayo No. 49, Mexico, D. F. WTD 9/9/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Leads for Importers

Commodities are offered direct unless specified.

195 Small Arms

SPAIN—Shotguns, hunting. Rodriquez-Sabio Sanchez, C.B., Virrey-Ossorio 37-39, La Coruna. WTD 5/16/63.

201 Meat Products

FINLAND—Manufacturer seeking U.S. firms to act as agents for hog casings (salted), sizes 32, 32/35, 35/38, 38/42, 42 plus, for sausage preparation use. Suoliliike Sulo Tirinen Ky, P.O. Box 3128, Helsinki.

229 Textile Goods

FINLAND—Manufacturer seeking agents or distributors for hand-woven woolen fabrics for curtains, drapery and upholstery; hand-woven linen sauna towels. Oitin Kutomotaide, Oitti.

NEPAL—Hessian cloth, 40" x 10 oz. and 40" x 7½ oz. Samples will be sent to U.S. inquirers upon request. Hulas Metal Crafts (P) Ltd., P.O. Biratnagar (Nepal). Via Jogbani (Purnea), Bihar, India.

232 Men's, Youths', Boys' Furnishings, Work Clothing

FINLAND—Men's quality neckties made of silk, rayon, leather. Ake—Solmio (manufacturer), Snellmaninkatu—25 B, Tampere.

235 Hats, Caps, Millinery

AUSTRIA—Manufacturer and exporter of sport hats for men, women and children seeks business relationship with specialized U.S. importers; production capacity 500 hats per day; firm equipped to meet special customers' orders regarding styles. Franz Bittner K.G., Huterzeugung, Am Auboeckplatz, P.O. Box 47, Bad Ischl. WTD 10/13/64.

FINLAND—Manufacturer of men's summer hats made of high quality dralon is interested in finding a U.S. sales agent. Livkko & Co., Nastola.

239 Fabricated Textile Products

FINLAND—Manufacturer wishes to introduce dust mops into U.S. market. Brochures and price lists available to interested buyers or agents upon request. T:Mi Toivd Kivimaki, Eura.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FINLAND—Manufacturer wishes to introduce its newly-developed prefabricated, multi-family houses to U.S. market; can produce 5 to 10 thousand family units of 1 to 5 bedrooms annually. Firm wants to contact major housing construction or public development companies wishing to import these patented houses or build them in the U.S. under license. Rakannustoimisto V.A. Saren, Ditokalliontie—9, Helsinki.

265 Paperboard Containers, Boxes

NETHERLANDS—Manufacturer interested in locating U.S. importing distributor for sale of patented egg container which can be made for any number of eggs. Industriele Drukkerij Chromos, 83-87 Lagedijk, Zaandijk. WTD 9/24/64.

282 Synthetic Materials

ISRAEL—Leacril-nylon and Orlon yarns, in wide range of fashionable shades and metallic effects, various counts and plies per customer's request, available for prompt shipment. Samples available to interested U.S. firms upon request. Israel Mastercraft, POB 14158, Tel Aviv. WTD 6/26/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Toilet Preparations

SOUTH AFRICA—Pharmaceutical talc. Miller Weedon and Carruthers (Pty.) Ltd., P.O. Box 5812, Johannesburg. WTD 10/16/64.

326 Pottery, Related Products

SPAIN—Porcelain kitchenware, household. Rodriguez-Sabio Sanchez, C.B., Virrey-Ossorio 37-39, La Coruna. WTD 5/16/63.

328 Cut Stone Products

FINLAND—Firm interested in exporting select stone products to U.S.; offering gray and red granite, black diorite stone, used for monuments, building fronts and facing, tombstones. Finska Stenindustri AB, Vinkkila.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

MEXICO—Plastic kaolin, ball clay No. 5, silican sand, feldspar. Electroceramica, S.A., 171 Oriente No. 398, Mexico. WTD 6/26/64.

349 Fabricated Metal Products

SOUTH AFRICA—Patented metal clothes drying rack, 'Drymaster.' Miller Weedon & Carruthers (Pty) Ltd., P.O. Box 5812, Johannesburg.

352 Farm Machinery

SPAIN—Small agricultural implements. Rodriguez-Sabio Sanchez, C.B., Virrey-Ossorio 37-39, La Coruna. WTD 5/16/63.

354 Metalworking Machinery

SWITZERLAND—Manufacturer seeks U.S. market for high precision tungsten carbide twist drills (for printed circuits, etc.). Dixi S.A., Usine 1, 35 Rue de la Cote, Le Locle, Canton de Neuchatel. WTD 9/18/64.

355 Special Industry Machinery

FINLAND—Debarking machinery (VK-10, VK-16, VK-26); can be used to bark hardwood and softwood, frozen, unfrozen and dry. Manufacturer seeks U.S. agents or distributors. Valon Kone KY, Lohja.

373 Ship Building, Repairing

FINLAND—Firm producing small pleasure craft (motor boats) seeks U.S. firms to act as agents or distributors; will also sell direct. Puusepanliike V. Laxell, Kaarningontie 3, Turku. WTD 10/15/64.

382 Instruments for Controlling

NEW ZEALAND—Compact temperature con-

trol unit for marine motors from 25 B.H.P. to 120 B.H.P. in ½" size and from 25 B.H.P. to 250 B.H.P. in ¾" size; includes outlet for hot water supply. Lakesyde Engineering Service (manufacturer), 9 Isobel St., Rotorua. WTD 10/8/63.

391 Jewelry, Silverware, Plated Ware

FINLAND—Typical Finnish knives (harman Puukko), hand-made, decorated and ferruled; manufacturer seeks distributor for U.S. market. Puukkolliike Rannanjarvi, Yliharma.

393 Musical Instruments, Parts

FINLAND—Manufacturer of manual guitars seeking agency or distributor in U.S. AB Landola Oy, Jakobstad.

394 Toys, Amusement, Sporting Goods

FINLAND—U.S. distributors or sales agents wanted to handle hand-made Balsa fishing lures (potential annual capacity 180,000 lures); short fishing rods made of wood with aluminum troll for fishing through hole in ice. Veljekset Siren, Hameenkyla.

Firm manufacturing 12 varieties of patented fish lures (Kingfisher-Wobbler) seeks distributors or sales agents in U.S. T:Mi R. Forss, Porthaninkatu—9 C, Helsinki.

395 Pens, Pencils, Office, Artists' Materials

AUSTRIA—Manufacturer of writing pen points seeks arrangement with importers or with firms interested in distributorship. Hiro Schreibfedernfabrik Karl Hintenberger, Ringstrasse 24, Krems a.d. Donau. WTD 10/12/64.

399 Manufacturing Industries

FINLAND—Manufacturer of attractively-colored plastic display boards, prefabricated to receive inserts, name slides or related exhibit or advertising matter seeking U.S. firms to act as representatives. Product now being used in local restaurants, shops, theaters, hospitals, etc. T:Mi Tehovoima, Karhula Puh.

Manufacturer of floor coverings wishes to find U.S. importer for vinyl asbestos floor and wall tiles, flexible vinyl roll flooring, vinyl plastic building profiles. Oy Kymarno Ab, Mikonkatu 15, Helsinki. WTD 3/19/63.

505 Farm Products—Raw Materials

SOMALI—Leopard skins (up to 20 monthly), live young cheetahs (an average of three to interested U.S. firms) and elephant ivory tusks, all of Somali origin. Ahmed Ali Bin Ali, GPO Bardera, Upper Juba. WTD 9/23/64.

SYRIA—Firm can export, yearly, 100 tons of raw washed white wool, 85% yield partial shipments. Medjawaz & Anis, P.O. Box 396, Bab Djnein. WTD 7/24/64.

PAKISTAN—Saeed Ahmed Sattar, representing Pakistan Oil Refineries Association, c/o Pakistan Oil Products, Rambharti St., Jodia Bazar, Karachi, interested in **contacting tallow manufacturers** and requesting technical information on tallow. Here for three weeks. c/o Soybean Council of America, 408 Marsh Place Bldg., Waterloo, Iowa. Itinerary: New York, Washington.

SCOTLAND—Mrs. Sophie Wolfe Murray, Glenternie, By Peebles, member of a Spanish property company which owns 750 acres of land in the south of Spain, interested in contacting U.S. land developers who would be interested in investing in Spain. Here for three weeks. c/o Department of Commerce Field Office, 350 Fifth Ave., New York. 10001. Itinerary: New York.

SUDAN—Vissilios Christoforou, Manager, Coldair Engineering Co., P.O. Box 804, Khartoum, interested in **franchise agreement with U.S. manufacturers for manufacturing air and water coolers, office equipment** and requesting technical information on manufacture of air and water coolers. Nov. 10 via Detroit for one month. c/o Kelvinator International Corp., 14250 Plymouth Rd., Detroit. Itinerary: Detroit, Phoenix, Hollywood, Dayton, New York.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Oliver Reginald Hocking, representing Furness Ltd., 660 South Rd., Edwardstown, interested in **export of corestock and core plate to U.S.; purchase of timber products.** Requesting technical information on chipboard and timber products. Mid-Nov. via New York for 30 days. c/o Australian Consulate General, 636 Fifth Ave., New York. Itinerary: To be determined.

BRAZIL—Fabio Araujo Santos, President, Federation of Commercial Associations of the State of Rio Grande do Sul, Palacio do Comercio, 4th Floor, Porto Alegre, Rio Grande do Sul, interested in **orientation on operations of credit, financing and investment organizations; financial aspects of prefab housing project;** visiting Chambers of Commerce, department stores, organizations for production and retailing of electric household appliances and economic research. Requesting technical information on financial programs for housing projects; other information concerning fields of interest. Here to Nov. 30. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York; Washington; Madison, Wis.; tentatively: Pittsburgh, Akron, Fort Wayne, Chicago, Milwaukee, Detroit, Buffalo, Rochester, Boston.

CHILE—Isaac Motles G., representing Isaac Motles & Cia. Ltda., Bandera 566—2° Piso, Santiago, interested in **visiting textile spinning mills using Sacco-Lowell machinery** and requesting technical information on above. Here for 2-3 months. c/o Sacco Lowell Shops (Textile Machinery Parts), 201 E. North, Greenville, S.C. Itinerary: Greenville, S.C. (to Nov. 16), New York, Chicago, San Francisco, Los Angeles.

ENGLAND—Ivor Boofty, Managing Director, John Howard of Brighton, 11 Howard Rd., Brighton, Sussex, interested in viewing and possibly purchasing **fabrics, models, patterns** and **specialized machinery** for ladies' garment industry. First week Nov. via New York for 10 days. c/o Department of Commerce Field Office, 350 Fifth Ave., New York. 10001. Itinerary: New York, Washington.

JAMAICA—Mrs. Rose Agatha Leon, representing Leon Beauty Products, 38 Hanover St., Kingston, interested in **raw materials** and **equipment or cosmetic trade** and requesting technical information on above. Here for one month. c/o Mrs. Nora Ferguson, 1305 Findley Ave., New York. Itinerary: New York.

NORWAY—Jacob Sannes, Jr., Managing Owner, Bodo Mekaniske Verksted, Bodo, interested in **license production of hydraulics and aluminum windows; other suitable production for mechanical workshop.** Requesting technical information on high pressure hydraulic application with particular view to marine uses. Nov. 15 via New York for 4-6 weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Los Angeles and possibly Chicago, Cleveland, Milwaukee, Minneapolis, Pittsburgh.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated Sept. unless marked otherwise.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Lebanon.
American Firms, Subsidiaries and Affiliates—Ceylon, August.
American Firms, Subsidiaries and Affiliates—Iran.
American Firms, Subsidiaries and Affiliates—Syria, August.
Instruments, Medical, Surgical, Hospital, Scientific and Process, Importers and Dealers—Republic of Panama, August.
Plastic Material Importers, Dealers and Manufacturers—Nicaragua.

3-month deadline extension given by UAR on plant bids

The General Organization for Industrialization, 6 Khalil Agha St., Garden City, Cairo, announced that the bid deadline for their tender, for the supply and erection of six plants for processing and canning vegetables and fruits in the UAR, has been postponed from Oct. 20 to Jan. 20, 1965. (INTERNATIONAL COMMERCE, July 20, 1964, p. 42).

Copies of the tender and complete specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

SHAPE invites bids on 4 HF SSB radio stations

An International Invitation to Bid has been issued by the Purchasing and Contracting Office, ACE Communications & Electronics Division, SHAPE for four transportable HF single sideband radio stations, designed to provide voice and RTTY communication at distances from 50 to 2500 kilometers on single band operations.

Bid deadline is Jan. 4, 1965.

U.S. firms desiring to bid may obtain a loan copy of the Invitation to Bid by writing to the Trade Opportunities Staff, BDSA—6192, Department of Commerce, Washington, D.C. 20230.

Construction Projects

ARGENTINA—(100 pesos = US$.75). Yacimientos Carboniferos Fiscales (YCF), Argentine National Coal Entity, is developing plans for **expansion of** its **operations in the Rio Turbio coal fields** and for **improvement of transport facilities** in order to bring increased production to consumers in the more industrially active Buenos Aires—Rosario area.

YCF plans to purchase three **ore vessels** in the 7000 ton, 21-foot draft category. These vessels will probably require their own **cargo handling equipment.** Major development work will be required at the port of Rio Gallegos, exit port for the Rio Turbio coal fields located about 250 km. from the sea.

All types of mining equipment will be required to raise production from the current 500,000-ton annual capacity to 750,000 tons and then to one million tons. Equipment would include nine locomotives and cars, electric generating and distribution equipment, drilling machinery, and continuous seam mining machines. Rio Turbio does not utilize open pit operations as the overburden is too thick for economic removal. Access tunnels, however, penetrate directly to the coal seams without the need for elevators. Seams are reportedly sufficiently large to make continuous mining feasible.

Investment in new equipment is likely and brochures, technical data, etc., from various firms producing the needed equipment would be cordially received by Sr. Aurelio Jose Pologna, President, Yacimientos Carboniferos Fiscales, Avda. Roque Saenz Pena 1190, Buenos Aires.

AUSTRALIA—(A£1=US$2.25). The Premier of New South Wales has announced that Sulphide Corp., a subsidiary of Conzinc Riotinto of Australia Ltd. (largest mining organization in Australia), will construct a **super phosphate plant** at Newcastle, with an annual capacity of 500.000 tons. This will be the first major industrial use of reclaimed land at the Port of Newcastle.

In accomplishing the State's objective of further industrial development and decentralization of industry from the Sydney metropolitan area, one of the limiting factors has been the scarcity of available industrial sites suitably located to sources of raw materials, markets, transport facilities and power.

The Hunter River Islands' scheme has already reclaimed 430 acres, of which 100 will be leased for the superphosphate plant. Ultimately, a total of 6400 acres of industrial site will be developed under this A£5 million project.

The decision to construct the superphosphate plant came after agreement with the State government which has planned an expenditure of A£4.2 million for **wharf, rail** and **other installations.** The plant is expected to begin production early in 1966. According to State authorities, additional industrial plants will be encouraged by the construction of these facilities. The project will provide an excellent location for any plant handling materials in large volume between shipside and railhead through a processing plant, such as an aluminum smelter, a petroleum refinery or a petrochemical plant. The State expects to recover its development expenditure over a period of years from full use of the entire projected area.

Related developments at Newcastle include a project in progress to **deepen** the **port** to 36 feet, **wharf construction, dredging of river channels, and a turning basin for ships up to 20,000 tons.** Fill for the reclamation project is coming from the deepening and normal dredging operations. A coal loader with a capacity of 2000 tons an hour is also under construction. **Write:** Department of Industrial Development & Decentralization, Park House, Sydney, New South Wales.

CANADA—(Can$10.00 = US$9.25). The Department of Defense Production announced that Defense Construction (1951) Ltd. placed a Can$1,333,313 contract with M. Sullivan & Sons Ltd., Arnprior, Ontario, for **construction of a new dormitory building** at the Royal Military College, Kingston, Ontario.

DOMINICAN REPUBLIC—(100 pesos = US$100). The Dominican Electric Corp. (CDE) recently obtained a credit of $8 million from Ex-Imbank to finance immediately required expansion. Plans call for **six 2000 KW diesel units** in Santo Domingo and a **27,600 KW steam plant** in Puerto Plata, scheduled for completion next year. Cost is expected to be $5.3 million.

The remaining $2.7 million will be used for **equipment and materials to complete a national electrification plan initiated in 1955 and for several minor projects.** Demand for electricity has been growing rapidly and CDE considers these projects will only be sufficient for the next two years' demand. It is therefore requesting a loan from the World Bank for $7 million to construct a **44,000 KW steam plant** at Haina to be completed by the end of 1966.

ECUADOR—(100 sucres = US$5.55). A contract has been awarded to the Harza Engineering Co. (Chicago) to do a **feasibility study of the large Pisayambo hydro-electric irrigation project.** Construction of this project may be extended over a 10-year period. It would provide irrigation for 27,000 hectares and installed electric generating capacity of 130,000 kws. to serve the power needs of 4 highlands provinces.

IRAQ—(1 dinar = US$2.80). Business briefs reported as projects under study by the Iraqi Ports Administration are:

Specifications for a 4000 cubic meter capacity **suction dredger** are being prepared by the Danish consulting firm of Knud Hansen Co. Changes in initial specifications have delayed publication of tender. Estimated cost of dredger is ID 1 to 1.5 million. Knud Hansen Co. is also preparing specifications for a survey vessel (about ID 300,000) and two tugs (about ID 150,200 each).

The Japanese consulting firm of Pacific Consultants, K.K., (consultants at Umm Qasr), is preparing specifications and making studies for **replacement of four wooden wharves with slightly larger concrete wharves** at the main port area at Margil. One smaller wooden wharf near the commercial center of Ashar is also being considered for replacement. Estimated cost of the project is ID 4.25 million. Tenders for a 50-ton floating crane (estimated cost ID 250,000) and a 30-ton daily capacity ice plant for Umm Qasr are expected to be published in the near future.

A new 15-inch **water pipeline** to increase water supply to Zubair and Shaiba is being planned which is expected to cost ID 150,000.

A **sewage disposal system for Basra** is again under consideration by port engineers. The scheme has been revived periodically and reevaluated due to conditions and available funds over past years. Numerous canals and the high level of sub-surface water would make the project a costly one.

Write the consultants listed in the brief or the Iraqi Port Administration.

KUWAIT—The Government of Kuwait is proceeding with plans to transport 120 million imperial gallons of water per day from the Shatt-el-Arab in Iraq to Kuwait. An agreement for this **irrigation project** has been signed by the two Governments and ratified by the Kuwait National Assembly. The Government of Kuwait is presently inviting already selected consultants to submit plans for the project which is scheduled for completion several years from now.

Participating in the construction of facilities to pump Iraqi fresh water by pipe or canal for storage and distribution in Kuwait should be of interest to U.S. construction companies and producers of pumping equipment, storage equipment, pipe and irrigation equipment. The project's cost is estimated at $14 million. Successful completion of the Shatt-el-Arab project will increase Kuwait's water supply tenfold and provide the first opportunity for significant agriculture in this desert country. Thus a future market for U.S. producers of farm machinery should open in a country where foreign

exchange is plentiful. A list of the selected consultants is available to U.S. firms from BDSA's Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230.

MALAYSIA—(M$100 = US$32.68). According to a statement by the Minister of Commerce & Industry, Dr. Lim Swee Aun, more than M$150 million worth of **new factories** will be set up in Malaya within the next few years. Projects will include an **iron and steel mill** ($50 million), paper industry plant ($50 million); **glass factory** ($40 million); textile factories (over $10 million); **flour mill** ($40 million) and **motor vehicle assembly plants and factories for producing components.**

PERU—(100 soles = US$3.73). The Inter-American Development Bank has approved a $3.5 million loan to the Republic of Peru to help finance seven **irrigation systems** and construction of **access roads** in the Peruvian highlands.

These projects are included in a program of land tenure readjustments and improved land use in small farming communities of the Peruvian Sierra which is being carried out by the Fondo Nacional de Desarrollo Economica, an autonomous governmental agency established in 1956 to promote rural development.

The systems will improve the irrigation of a total area of 42,500 acres occupied by 4400 low-income farm families. Agricultural output —principally corn, wheat, barley, potatoes, vegetables, and fruits—is expected to increase threefold. Later, the Fondo Nacional will undertake 17 additional projects in other communities as part of the same program.

The seven systems under Bank financing will be built in the farm communities of Asillo, Taraco, Soras, Santiago de Chuco, Layo, Julcamarca and Chuyas-Huaychao, which have a combined population of 51,000 people.

Work to be done includes construction of **diversion dams, intakes and access roads,** the **rerouting of main canals** and the **improvement of distribution ditches.**

SOUTH AFRICA—(1 rand = US$1.41). Business briefs recently reported are:

South African Railways will spend R7 million on improvements in the Northern Transvaal for **double tracking line between Pretoria North and Prenaar River, eleven new station terminals in eleven cities** and **seven additional interloops on the Petersburg-Soekmekaar-Rubbervale line.**

The Commonwealth Development Corp. will spend R2 million on a **new irrigation project in Swaziland.**

New 22 million-gallon dam to be constructed by the East London City Council at estimated cost of R5 million to augment city's water supply.

The Electricity Supply Commission of Escum will spend R20 million to **extend transmission and distribution lines** in all parts of the country and to complete **construction of three power stations at Komati, Ingagane and Camden.**

The Usakos, South West Africa, Municipality will erect a **new abbatoir** in the town. Further information available from: Architects, Sanlam Bldg., Windhoek.

Executive Committee of Transvaal Provincial Administration has approved in principle establishment of two R1 million **pleasure resorts,** one for Vaal Dam area near Verceniging another for Blyde River Gorge area in Eastern Transvaal. The Vaal Dam resort will be a nature resort near Aloe Fjord on the north bank of the Dam; the Blyde River Gorge resort will have a 306-bed rest camp, a conference hall for 500 people, a restaurant, staff houses, caravan park, swimming facilities and other amenities.

Plans for a new 1200-bed hospital at Parow include a 15-story hospital building, two 9-story nurses quarters and accommodations for medical students. **Write:** Parow City Council.

For further information on these briefs, write to the agency identified.

TRINIDAD & TOBAGO—(WI$1.00 = U.S. $.59). The Government's Commission of Inquiry on **Electricity** has issued its **report** which recommends that future power needs might be met by obtaining power from Venezuela's Caroni River complex.

According to the Commission, power could be delivered to the Penal (Trinidad) power plant by a 200-mile high voltage line and an underwater cable from the Caroni plants. Expense would be shared with Venezuela. Should further studies prove the project feasible, the Commission would try to finance it with the assistance of the UN Special Fund or the Inter-American Development Bank.

Postponement of construction of a power cable from Trinidad to Tobago to 1968 was also recommended, although it was suggested that an additional six megawatt steam plant be built on Tobago for standby purposes there and as a peak load relief plant for Trinidad when the underwater cable is installed.

The report recommended increased attention to the marketing of electrical appliances and the establishment in Trinidad of industries for the manufacture of appliances. Members of the Commission were Philippe L. Scheresehewsky, Chairman, retired member of the Electricite de France and Gaz de France; Jack Narcy of Electricite de France and Camillo Zanchi, General Manager of Tarazzano Electric Power Plant of Italy.

Draft Second Five Year Plan programs an increase in generating capacity of from 101.5 megawatts in 1963 to 233 MW by the end of 1968. Two 50 MW steam **generating plants** have been financed and are now under construction in Port of Spain with completion expected in 1965, while another 60 MW plant is scheduled for later construction with completion in 1968. The sum of WI$64,634,000 is allotted in the plan for generation, transmission and distribution facilities between 1964 and 1968.

The Plan also estimates that the consumption of electric power in Trinidad which was about 331 million kilowatt hours in 1963 will reach 705 million KWH in 1968 and 903 million KWH in 1973. By 1973 it will be necessary to install additional generating capacity beyond that programmed in the Second Five Year Plan. **Write:** U.S. Embassy, 15 Queen's Park West, Port of Spain.

PETROLEUM INDUSTRY EQUIPMENT

An important manufacturer of metal constructions, pipes and boilers wishes to obtain from U.S. concerns licensing rights to manufacture equipment used by petroleum producing, refining, petroleum products marketing industries.

Write: Ets. Nordon Fruhinsholz Diebold, 9, rue du XXe Corps, Nancy, Meurhte-et-Moselle, France.

Dallas Chamber plans trade mission to Central America includes five countries

A Dallas trade mission to Central America is being planned for next February 13-27, General Robert J. Smith, chairman of the World Trade Committee of the Dallas Chamber of Commerce, has announced.

The 3,000-mile working trip to Guatemala, Honduras, El Salvador, Nicaragua, and Costa Rica will be patterned after the Mexico trade mission sponsored in June by the Chamber's World Trade Committee.

"This February trade mission to Central America will take Dallas businessmen to an area where trade from 1950 to 1963 has jumped more than 600%," said General Smith, "and our Mission has been assured the full cooperation of the American Embassies in Central America in the form of economic briefings and business appointments."

A just completed Central America research study, prepared by the Chamber's Research and World Trade Departments, is available to Dallas businessmen interested in joining the mission. The study points to more than 150 specific opportunities for export or investment in Central America as well as information on the Common Market. The study also points out that the area is rich in natural resources and replete with economic potential. It possesses an abundant labor market plus an excellent location for distribution to all of Latin America.

Applications for the trade mission and further information are available through the World Trade Department, Dallas Chamber of Commerce.

GATT Information Center to aid developing countries

A GATT International Trade Center has been opened at Geneva, headed by an American, Herbert L. Jacobson, formerly Southern European Director of the Cotton Council International.

The basic objective of the new center is to provide assistance to the less developed countries in their efforts to expand export trade. To accomplish this, the center will furnish trade information and trade advisory services. A documents center is being established, and a trade news bulletin will be published, with the first issue being due off the press soon. The center will also arrange for and provide training facilities in export promotion.

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Calendar *for international traders*

November

2—Export Training Course, 1st of 7 weekly sessions, 6:20-8:20 p.m., Long Island University, Zeckendorf Campus, **Brooklyn, N.Y.** Sponsors: Long Island University; REEC; Field Office, Department of Commerce; Small Business Administration.

3—In-office Export Conference, Field Office, **Minneapolis.** Sponsors: REEC; Field office, Department of Commerce.

3—In-office meeting, Field Office, **Jacksonville, Fla.**

4—Milwaukee International Trade Institute, ten-week course, Marquette University, **Milwaukee.** Sponsors: Milwaukee World Trade Club, Inc., Marquette University, Wisconsin REEC.

5—"First Step" Export Workshop, Field Office, **Memphis.** Sponsors: REEC; Field Office, Department of Commerce.

5—Monthly meeting of Milwaukee World Trade Club, Inc., Coach House Motor Inn, **Milwaukee.**

5—Armed Forces Chemical Association Convention, Mayflower Hotel, **Washington.** Speaker: Westley Koster, BDSA.

5—Dinner Meeting of the Delaware International Trade Council, Executive Club, **Wilmington, Del.** Panel discussion on the recent Delaware Trade Mission to Madrid, Belgrade and Warsaw.

6—Luncheon meeting of the Delaware Valley International Trade Association, Stacey-Trent Hotel, **Trenton, N.J.** Sponsor: Greater Trenton Chamber of Commerce.

6—Cincinnati Regional Export Expansion Council Meeting—Sheraton-Gibson Hotel, **Cincinnati.**

6—**Cincinnati** Field Office "In-Office Workshop" on Export Expansion.

9-12—49th Annual National Hotel and Motel Exposition, New York Coliseum, **New York.**

10—Export Workshop, Holiday Inn, **Geneva, Ohio.** Sponsor: Northeastern Ohio National Bank, Regional Export Expansion Council, Department of Commerce's Cleveland Field Office.

10—Automotive Exporters Club of Chicago Builders Building, **Chicago.**

10—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York.** Speaker, Jay B. Langner, President, Hudson Leasing Corporation.

10-13—Western Pennsylvania Industry Fair and Forum, Civic Arena, **Pittsburgh.** Sponsors: Chamber of Commerce of Greater Pittsburgh, Junior Chamber of Commerce of Pittsburgh, Inc., Smaller Manufacturers Council.

11—Minnesota World Trade Association monthly dinner meeting, Minnesota Press Club, Hotel Radisson, **Minneapolis.**

12—Export Trade Workshop, Federal Building, **Minneapolis.** First of five weekly sessions. Sponsors: Minnesota World Trade Association, Department of Commerce, Regional Export Expansion Council, Small Business Administration, Chambers of Commerce.

12—International Trade Club of Chicago, Sherman House, **Chicago.**

12—World Trade Luncheon Seminar, World Affairs Council of Philadelphia, John Wanamaker Store, 3rd Floor Gallery, 13th and Market Streets, **Philadelphia.**

16—Charleston Lions Club, Francis Marion Hotel, **Charleston, S.C.** Speaker: James G. Morton, Special Assistant to the Secretary for Public Affairs.

16-18—51st National Foreign Trade Convention, Waldorf Astoria Hotel, **New York.** Sponsor: National Foreign Trade Council. Speaker (Nov. 18): Eugene M. Braderman, Director, Bureau of International Commerce.

17—National Industrial Heating Institute, Sheraton-Cleveland Hotel, **Cleveland.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

17—In-office Workshop, Field Office, **Chicago.**

18—South Carolina State Wide Export Expansion Conference, School of Business Administration, University of South Carolina, **Columbia, S.C.** Sponsors: University of South Carolina, REEC, Field Office, Department of Commerce. Speaker: George Donat, Administrator, BDSA.

18—Export Expansion Seminar, Scranton Chamber of Commerce Building, **Scranton, Pa.** Sponsored by the Pennsylvania Power and Light Co., Scranton Chamber of Commerce and Philadelphia REEC.

18—Foreign Trade Credit Group, Chicago-Midwest Service Corp. Morrison Hotel, **Chicago.**

19—REEC meeting, 2 p.m., Field Office, **Philadelphia.**

19—Sales and Marketing Executives of Southern New Jersey, Kenney Suburban House, Route 70, **Cherry Hill, NJ**—Trade Fair Citation Presentations.

19—**Cincinnati** Field Office "In-Office Workshop" on Export Expansion.

19—2d Annual Foreign Trade Seminar, University of Arizona, **Phoenix, Ariz.** Sponsors: University of Arizona, REEC, Field Office, Department of Commerce. Speaker: Roy L. Morgan, Director, Office of Field Services.

19—American Finance Conference—3d Conference on Regional Accounts, Hotel Seville, **Miami.** Speaker: Dr. Richard H. Holton, Asst. Secy. for Economic Affairs.

19—National Association of Real Estate Boards, Fontainbleau Hotel, **Miami.** Speaker: George Donat, Administrator, BDSA.

19-20—Export Information Center, Infants' and Children's Wear, **New York.** Sponsors: Ostreicher Properties, Inc., Dept. of Commerce.

23—Michiana World Trade Club, Tyler Refrigerator International, **Niles, Mich.**

24—American Marketing Association International Marketing Conference, Penn Sheraton Hotel, **Pittsburgh.** Sponsors: AMA Western Pennsylvania Chapter, Pittsburgh Chamber of Commerce, Field Office, Department of Commerce. Speaker: Thomas G. Wyman, Acting Asst. Secretary for Domestic and International Business.

December

3-5—North Carolina World Trade Conference, **Chapel Hill, N.C.** Sponsors: State Development Department, REEC, Field Office, Department of Commerce. Speaker: (Dec. 3) Daniel L. Goldy, National Export Expansion Coordinator.

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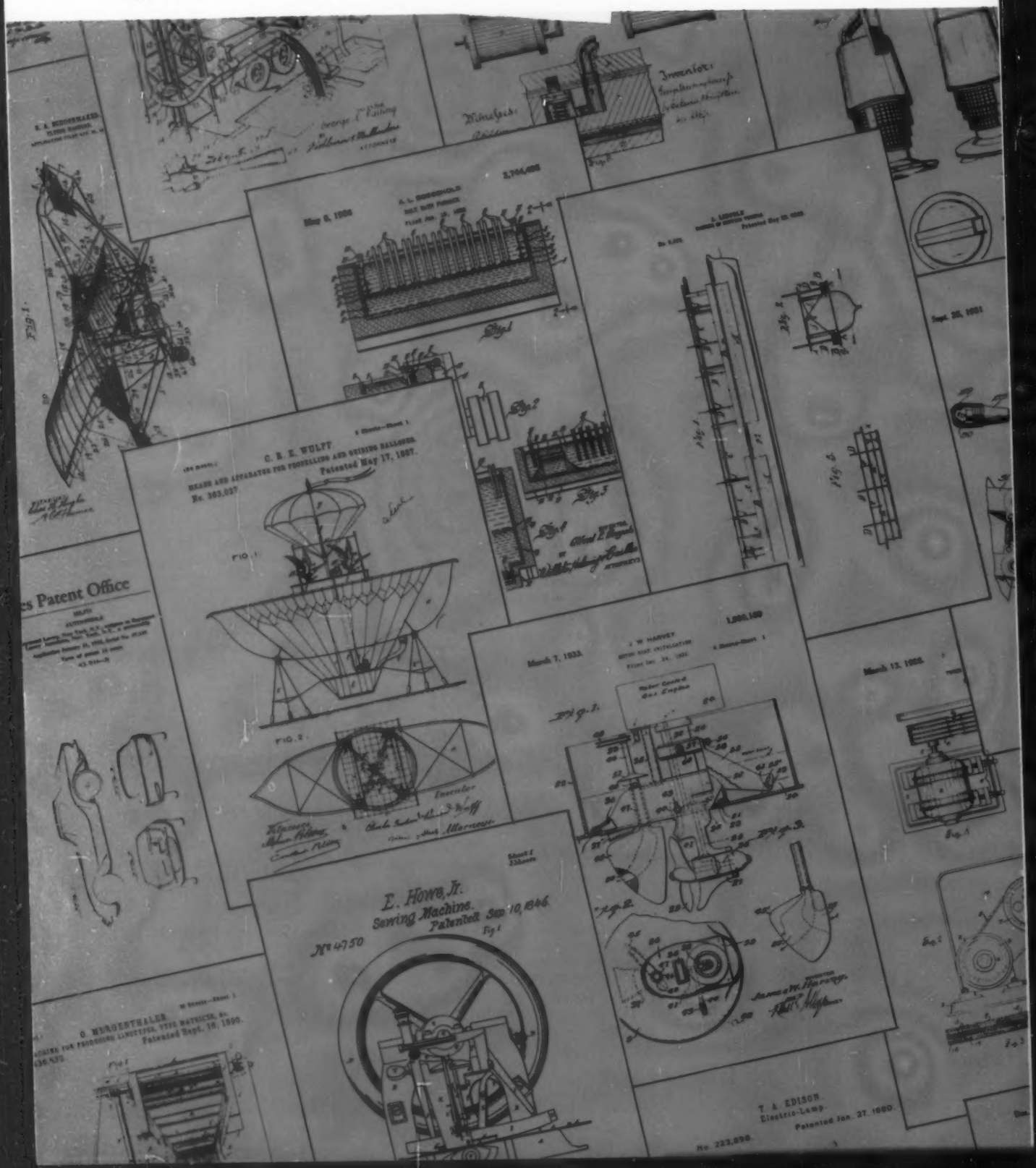
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